

ENTERTAINING BELIEFS



Zen Humean skepticism for Homo Fideo (believing man)

Suspend your assumptions, and step outside ‘the loop’
of the carefully constructed mind-prison called ‘The
Dominant Hegemonic Social Reality’

Before that option is finally and irrevocably taken away from
you, and you doom yourself and your loved ones, to forever
remain, slaves to the Cult of Judah

Forward / Introduction

Little of our 'knowledge' is gained first hand via direct induction from sensation, from our senses of sight, sound, touch, smell, and taste, from direct experience with the subjects and objects of our 'knowledge'.

Even this is distorted, filtered, contaminated, and polluted, by our own languaging. That is, how talk to ourselves, in our internal voice, about what we are experiencing. Most of the time the voice in our head, and the images, are not located in the here and now, sensitive to the environment, lucidly attending to the 'external' 'reality', but are wandering amid past memories, and future hopes and fears that we are imagining at the same time...so we are not really 'paying attention' to the here and now...we are 'hearing' the voice in our heads, and not what is right before us, around us. We are not 'hearing' the 'now'.

Most of the movies and audio playing in our head was itself the result of other people's languaging, about can'ts, shouldn'ts, definitions of reality, etc...

So we face layers of other people's languaging, and our own copies of it that we have adopted as our own internal voice, needing to be penetrated, or wiped away, before we even stand a chance at experiencing reality, as the Zen practitioner, here, now, experiences it.

We are born to believe. To jump to conclusions as fast as possible. To accept warnings without hesitation or doubt. These are survival friendly attributes. In the immediate term. Where it is question of 'instinctively, automatically, habitually, thoughtlessly, muscle-memory REACT and RESPOND to stimuli, IMMEDIATELY, without wasting time on thought, and analysis, and interrogation, such as hearing something that COULD be a tiger in the forest, this innate 'stimulus-response' patterning, this 'one step learning', is of survival value.

But what is someone benefits from this, and it harms YOU? What if there are no tigers, but the fear of tigers has motivated you to submit to the warlord or priest who claims, confidently (and everyone else believes him), who offers to 'protect' you from those 'tigers'? What if the priests go out at night making noises like Tigers, near your village, and leaving dead animals, that appear to have been killed by tigers? What if they continually tell warning tales of 'tigers' terrifying attacks on people, on children like yours? What if they constantly announce 'tiger warnings' on a scale from blue to red? And lately these warnings always seem to be orange or red? What if THAT is the source of their power, privilege, wealth, status, benefits?

By ‘jumping to conclusions’ then nominalizing the results in language e.g I know $X+Y = Z$...MHR Our languaging produces ideas which produce beliefs, which produce the subjective world we inhabit, which produce ‘real world’ actions, which produce the OBJECTIVE world we, AND OTHERS live in. We also live in these worlds that OTHERS have generated / produced, from THEIR faulty inductions and deductions, which they implant in us via their mere LANGUAGE, thus infecting / contaminating / polluting OUR minds with THEIR ideas and beliefs and actions. Most of THEIR ideas were implanted by OTHERS. Received second-hand at best, but usually at a HUGE remove, in terms of thousands of years between one guy’s faulty induction or noble lie or self deception, and today’s idolized / nominalised / dogma...Change our own, and others, languaging, ideas, beliefs, and therefore actions, and we change our world. For better or worse.

Languaging is one of the most powerful tools. But our toolbox is overflowing with others. Let’s see what we have to work with. Let’s learn to use these tools. Become really ‘handy’ with them. Until we can repair, and rebuild, and design, and construct, a REALITY that is a great place for EVERY sentient creature that inhabits it.

We can define reality for ourselves. A definition is just a belief. Beliefs determine our languaging, thoughts, and behaviors. Stop letting other people define YOUR reality. They’ve made a real mess of it. Its time for you to take back your response-ability, and take responsibility for your own life, security, happiness, satisfaction, and joy.

We are biologically programmed to ‘jump to conclusions’, to ‘learn quickly’, to ‘make assumptions’, to ‘construct patterns’ from the flimsiest of data...to learn as fast as possible, so that we stand a chance of surviving to maturity...at which point, ideally, we will go back and challenge everything we THINK we KNOW about ourselves and the world.

That time is NOW. Here. Welcome to your new self. Welcome to your new REALITY. You are going to LOVE it here. You are going to LOVE the new YOU.

All I ask is that you suspend judgement until the end. Suspend disbelief. Be curious. Approach this as a child. Playfully. With an open mind. There is no other way. You have to be the ‘person’ who entered this world, full of curiosity and desire to learn. You were so motivated you learned really quickly. Often you learned stuff that was ‘wrong’. But you learned enough to survive. Pat your self on the back. You’ve made it this far. Far enough

that now you can begin to use all the resources of your mind and body to OPTIMALISE your experience engine. This 'self'. This 'world'.

You want to don't you? You want to do it, didn't you?

MHR the real secret of magic is that our emotions are NOT determined by anything 'out there', but by our own thoughts...how we 'define' our experiences of 'out there', and 'out there' itself. Nothing can CAUSE us to FEEL a certain way...we have control of our feelings...e.g pain does NOT force you to suffer...failure does not FORCE you to feel 'like a failure', and 'depressed'. THAT's all YOU...nothing can make you quite...you CHOSE to quit...or continue struggling / perservering... vividly imagined things are as real as anything supposedly 'objective', as ALL things are constructed and experienced 'in your mind'...NOT 'out there', if any 'out there' really exists, is totally speculative...we have NO way to know if there IS any 'out there', or if it is ALL 'in our minds'. THIS is the most empowering fact. It is also the way OTHERS have gained CONTROL and POWER over YOU...in fact they have NO control over you. They have NO power over you. They can DO X and Y, withhold X and Y, offer X and Y, but YOU chose whether you care about X and Y, and whether you will desire or fear X and Y, or simply pay it no attention, ignore it, and go YOUR way, FREE.

Beliefs have INERTIA...change of beliefs is very UN common... most people's later beliefs can easily be 'predicted' from their earliest 'imprints'...socialization...parent's beliefs...inherited ... social...

Even the most experienced NLP practioners and researchers' naïve notions that our 'sensory' experiences determine our beliefs is striking and revealing...how absurd...fatuous...which of YOUR beliefs could you claim were the result of sensory impressions? Induction from actual first hand experience of something... there is little 'sensory' about education...it is purely words someone spoke, and wrote down in books ... and movies...and novels...and stories...'they are typically updated and corrected by experience?' Really? How? Do people go back in time? Do they 'revise' history (those who do are viciously punished in every way possible ... so who is Dilts speaking about? Which beliefs? Do people who never saw god, suddenly find his absence disturbing, and reject him as a fictional character? A manipulation of fear and hope? How many people REALLY become emancipated from their cult upbringings? Who 'updates' their beliefs? What percentage of people? How are they to 'revise' their beliefs if it is a crime to inform them? To 'offend' some cult member?

Why are values necessarily 'positive intentions'? Why POSITIVE? The predator has the positive intention of eating you. Can you validate THAT? People are malicious, and willfully seek to do harm...how is THAT positive? To satisfy a

desire to harm others, out of envy, jealousy, competition, is somehow a POSITIVE intention?

Do we 'believe' as a means to ends? i.e to secure and gain benefits? Or as affects? Of programming? Conditioning? Are people in control of their own beliefs? Can they choose the most convenient / productive / constructive / rewarding / satisfying beliefs? Yes and no.

Where are the 'new data' and 'counter examples' to come from, when one cult controls all sources of information for most people...and has all other sources defined as 'evil' and 'crazy' and 'malicious' and 'conspiracy theory'...no matter how compelling and documented / scientific, and has all potential whistle blowers threatened with loss of benefits / costs, and any who still continue to seek to enlighten others, put in jail for over a decade...with the potential for lifelong solitary confinement and medicalization of their 'insistence' on speaking the truth / seeking the truth / speaking their minds...?

How are people to have their beliefs challenged, if doing so is a criminal offense known as 'offense' or 'hate speech', because the listener doesn't want to hear it? Cult leaders even ban their members from listening to anyone the Cult leadership feels is a threat to their own power and privileges...and add to this the total lack of desire among most people to WANT to reconsider ANY of their beliefs... let alone have them debunked as nonsense... to have their sense of being 'a chosen people' etc taken from them, with all the rights and special privileges they were promised that went with those beliefs... such as the right to oppress, exploit, enslave, and murder other people / people with OTHER beliefs or who simply do not AGREE with THEIR beliefs...

WOW...these NLP dudes are so keen on avoiding giving credit to anyone...imagine deliberately avoiding the concept 'circular argument' so you can replace this generic concept with some 'TradeMarked' 'Patented' 'Corporate' term like 'Self-referenced'? And to avoid giving David Hume credit, and to give it to another Cult of Judah 'man' Einstein, when Einstein himself was paying homage to Hume...something stinks here...I will use the 'original' terms and 'existing' concepts in my own book, but if you are reading these notes, which I will keep for myself, as I usually do as 'extra notes', you may recognise a pattern forming...an attempt to 'own' the collective birthright of intellectual property / intellectual capital all humanity should have inherited from the past masters like David Hume...

So circular arguments...where you use an assumption to justify the assumption i.e circular...you refer to something you have NOT proven / demonstrated, but have simply 'taken on faith' and 'assumed', to justify that actual assumption...God is the creator and thus god created the world. So loaded with tacit / implicit / unflagged / unstated / unrecognized / unspoken assumptions.

Such as 'something can be created', 'some being can create', 'some being we refer to as 'god' exists', and so on. You can't 'argue' with 'The Holocaust' as the entire 'argument' rests on the assumptions that 'we have millions of eyewitnesses, and their testimony'...when we have thousands of people who merely were TOLD something, then BELIEVED it...and NEVER saw it with their own eyes...they are NOT eyewitnesses...no EYES were laid upon ANY death camps, gas chambers, or mass cremation ovens...the few 'eyewitnesses' ever to CLAIM they SAW any of these, contradict each other and lay on the extravagant, impossible lies, so thick, that they discredit themselves...and there are so FEW such people who CLAIMED to have SEEN what we are told there are MILLIONS OF EYEWITNESS TESTIMONIES / EVIDENCE...that this itself beggars belief...if it happened, LOADS of people would have SEEN it...not just a few ex professional actors and hysterical women seeking attention, and lapping up the 'sympathy', and working as fully paid (via nobel prizes, publishing deals, etc) up frauds like Eliie Wiesel...it's a lucrative 'gig' that 'Shoahbusiness', being an 'eyewitness'...imagine what crime syndicates will pay Jury members and 'witnesses' to 'forget' or 'remember'...then imagine what the Cult of Judah CAN and WILL and HAS paid its own 'eyewitnesses'..Remember BILLIONS of Euros and control of the entire world are at stake...we are talking about THE biggest criminal gang that ever existed...and they run YOUR governments NOW...

Ask yourself how many Hollywood movies have been made about the horrors committed by 'Jews' in power during the Soviet 'Jew'.S.SR occupation of Russia and Eastern Europe? How many 'Jewish' crime families have they made television series about? Let alone a single Hollywood film, though 'Bugsy' Malone WAS 'Jewish', you wouldn't know from the film about him. Whereas EVERY single 'Mafioso' is CLEARLY identified as 'Italian'. And how many 'psychopathic murderers' in horror films fit the 'Hollywood Nazi stereotype, and would be clearly identifiable as 'Germanic'? How many of the many documented cases of Rabbi's committing crimes are ever made into Hollywood blockbusters? How much media attention is paid to 'Catholic Priest's' crimes? Have you even HEARD of any 'criminal Rabbi'? Any sexual abuse at the hands of a 'Jewish' Priest?

Asking a liar to tell the truth is absurd. But you ask them, hoping they will trip up over their own lies, and reveal and expose their lies, and accidentally reveal some truth, by 'interrogating' them. But who EVER got to 'interrogate' a 'Holocaust Survivor'? And risk 'making a middle aged woman cry', or 'force a victim of a horrific crime to relive it over and over again'? Even once? You see apart from the paid actors like Wiesel, and that Italian pro actor turned 'Holocaust survivor' who took to the lecture and television circuit and earn millions, like Wiesel (got to find his name in my notes / books), NO supposed 'survivor' of a 'Death Camp' (a contradiction in terms I would suggest, given

the supposed ruthless efficiency of the Nazi's) has EVER given us actual EYE witness testimony of having seen ANY death camps, gas chambers, or mass cremation ovens...EVER...we have not forced any real 'eyewitnesses' to 'relive' ANYTHING...they've been allowed to say 'I KNOW THESE THINGS WERE REAL' without EVER being even asked 'Oh, so you SAW THEM WITH YOUR OWN EYES'....it is ironic that the man who made millions from blatantly fictional 'Holocaust' stories like Schindler's list and Sophies choice, books and movies that are admitted by the authors, (clearly stated in the books the films were based on) FICTIONAL (though supposedly revealing /exposing THE TRUTH by making up LIES? a.k.a 'fiction'), Spielberg (ScheisseHaufen is more appropriate then 'Play Mountain), was the one to REVEAL this OPEN SECRET ... please watch the Shoah interviews...in FULL...there are hours and hours of people ADMITTING THEY NEVER SAW ANY DEATH CAMPS, GAS CHAMBERS, OR OVENS, WITH THEIR OWN EYES...BUT KNOW THEIR FAMILY MEMBERS WERE GASSED AND WENT UP THE CHIMNEYS....THEY KNOW...? HOW? THEY WERE TOLD THIS BY OTHER JEWS...WARNED THIS WAS GOING TO HAPPEN BY OTHER JEWS...AND THEIR LOVED ONES WERE SEPARATED FROM THEM AFTER THE WAR BY OTHER JEWS...THE JEWISH SOVIET KOMMISARS OF THE 'JEW'.S.S.R...FACTS PEOPLE

A government, German or otherwise, cannot 'invoke' and 'officially create' knowledge. I can NOT claim 'The Holocaust is fact'. Any more than a bunch of Pharisees can claim that some God granted THEM the authority to rule over YOU. You might accept both, because each has a vicious well resourced mercenary army at its disposal to kill, torture, imprison, and fine you. THAT they CAN do. But 'saying something is so does not make it so'.

And no number of 'witnesses' claiming they 'KNOW' something, and writing sworn affidavits and giving oaths in court, then caused 'testimony' that they BELIEVE something, makes it any more REAL that if one person wants you to know what THEY believe. It is JUST A BELIEF, no matter how many BILLIONS of people believe it. Calling it 'sworn testimony' and 'evidence' is absurd in the extreme. We can go back in history and find all manner of outlandishly absurd beliefs that millions of people shared in common. That does NOT make them any LESS absurd. It just raises questions about human nature, and what 'beliefs' are, and how they are formed, reproduced, maintained, enforced, and then, in most cases, REJECTED.

But some are 'sticky'. They appeal to human nature. And they are very useful means to the ends of the elites. THEY are responsible for 'religion', and NOT grass roots 'faith' and 'believers'. THEY had to murder millions of people to FORCE them to 'adopt' and 'act as if they believed' in THEIR cult belief systems, what they then called 'religion'. FACTS people. And today the same

people use violence and force to coerce YOU to adopt 'The Holocaust' and 'official 911 fairy tale' as part of YOUR belief system, and THEIR 'Torah' / Cult of Judah political strategy for word domination.

To re-iterate the thought that compelled me to get out of bed too early again...The 'eyewitnesses' we are told about, and who are 'paraded' as 'survivors of death camps', are at best 'survivors of work camps', and the MOST famous like Ellie Wiesel, are not even THAT. Just frauds. Playing roles. Actors. For profit and fame. He earned millions for publishing stories OTHER PEOPLE wrote. Just ONE example.

And an 'eye-witness' who admits 'I never actually SAW what I am claiming I 'know', is NOT an eye-witness.

And having people state in court that they BELIEVE something, is NOT evidence of anything apart from what they believe. People believe all sorts of things they have been told. And this IS the case here. YOUR 'holocaust eyewitness testimonials' are reports of 'what they were TOLD by other jews'. NOT what they experienced first hand. Not what they SAW.

'Testifying' in court that you 'believe god exists' is NOT PROOF that this god exists. It is at best evidence of what you BELIEVE.

Believing in 'death camps' is NOT proof that any death camps ever existed.

Believing that your loved ones were gassed and burned up in ovens, without any fuel/ coal/ gas, is not only believing in the chemically / physical impossible, but merely stating what you BELIEVE. And when you state 'BECAUSE WE WERE TOLD THAT WOULD HAPPEN BY OTHER JEWS', you explain the entire situation neatly. Hearsay. THAT is NOT considered EVIDENCE in any OTHER legal situation. NEVER admissible in court proceedings as EVIDENCE.

A government, or group of Cult Priests, with power, with men with guns and swords willing to kill for them, and torture for them, both the same, and today the EXACT same people, the Cult of Judah's agents and representatives, can force you to SAY you believe something, but even if you convince yourself that you DO believe (and this book is all about how that is so easy to do, voluntarily or otherwise), it does not MAKE it true.

There is ZERO evidence of any death camps, or plan to exterminate ANY group of people. There were work camps, where tragically tens of thousands of people died, due to the same circumstances that lead to the deaths of millions of civilians, including Millions of GERMANS.

The ONLY even superficially compelling evidence EVER presented were the 'eyewitness testimonies' of 'survivors'. But now you KNOW that they NEVER claimed to have 'seen with their own eyes' ANY gas chambers or Ovens...And if this does not motivate you to read my other books, where the absurd fictions are exposed, in the deliberate lies made by those very FEW who did claim to see gas chambers and ovens, and even to have burned bodies in them (with no fuel / coal / gas, just using the bodies as fuel) ... the fakes...the clear liars...the deceitful fucking A-holes...then ...

Now if a Billion people stated 'I've seen god, spoken to him, heard him, he did some stuff, and here is the video, and if you like you can talk to him yourself', well I'm all ears.

But no matter how many BILLIONS state 'I BELIEVE' this god exists, all we are talking about is belief. Based on NOTHING but hearsay. Hear, then say. Read-say. Read then say. Cult indoctrination. Propaganda. Marketing. Manipulation.

So what is a 'belief', something you 'KNOW', when it is based on assumptions. Hearsay. Literally 'hear and then say'. Repeat gossip. Repeat propaganda. Repeat what you were forced to 'learn' at school as children. In the various propaganda / mind control centers known as 'Holocaust museums'.

The 'survivors' 'believed' what they were told. Then hundreds of millions of people believed what THEY were told. TOLD. Assumptions passed around as 'facts'. LEGALLY ENFORCED facts. Like being forced to believe in the magic of transubstantiation, the resurrection of Jesus, and the Trinity, by the Inquisition. Or in 'God' by the Pharisees. Being tortured until you 'believed'. Then murdered by your own loved ones, and the rest of your friends and neighbours. Today you lose your credibility, your reputation, are demonised, lose your job, your career, have all your books unpublished and literally destroyed, your life's work destroyed, you are fined into bankruptcy, and if you persist, imprisoned, indefinitely...with no chance to actually defend yourself...because this 'assumption' the Jews made / were given to believe, is L.A.W law. How is that for 21st century, enlightened legal system and government?

You have been TOLD something, and you BELIEVE it, just like any superstitious medieval peasant. You are punished if you publicly 'DENY' what the 'authorities' TELL everyone. Just like the Catholic Church way back then. Just like the Cult of Judah (The Main Branch / Head Office of all the 'religions' of 'the book', whether Bible or 'Das Kapital'), who TOLD you WHAT to believe. And if you DENIED these 'legal facts' publically, your own family would be forced to throw the first stones at your public stoning to death.

What the FUCK is wrong with us, as a species, that we can be so EASILY and readily manipulated into believing the most absurd and patently deceptive / fictional 'beliefs'. So that we feel we 'KNOW' things that are as far from 'self-evident' and 'demonstrable' and 'logical' and 'rational' and 'reasonable' and 'inductive' and 'based on sensory impressions and compelling argument' as it is POSSIBLE to get.

We are NOT talking about 'tricky' things like 'cause and effect' and 'free will'. We are talking about obvious lies. Frauds. Superstition. Propaganda. All which obviously provides benefits to a small elite of privileged, powerful, selfish, sociopathic, often psychopathic individuals. Cult Priests for the most part. And their 'Golems' and 'puppets'. These 'Preside' over nations occupied by the Cult, and Preside over YOUR enslavement, and/or extermination. They have for the last 3000 years. Today their MEANS are beyond the mere imagination of the original Cult masters. Their ENDS are the same. Total enslavement of humanity. But the MEANS placed at their disposal TODAY, mean they will soon have realised their evil ambitions. True EVIL. Slavery and genocide.

The 'Holocaust fact' is a perfect example of a circular argument that NEVER goes OUTSIDE of its loop to validate / verify / legitimate / justify itself.

Anyone who DOES step outside this loop is defined as a 'Holocaust Denier' and as 'evil' and 'malicious' and 'mentally defective' and 'mentally ill', and 'a Nazi, and 'anti-Semite', and A CRIMINAL.

This is the clearest case of a legal system and power system enforcing a 'belief' as 'truth' and 'fact' and 'knowledge'. We escaped the Inquisition. You can publically 'deny' that Jesus was the son of some god. You can DENY the trinity, transubstantiation, the power and sole monopoly right of Catholic priests to 'mediate' between this 'god' and humans, the right of this cult to steal a tenth of your property (tithes) etc. But when it comes to the NEW dogma, 'The Holocaust', you'd better keep any 'dissent' to yourself.

But you'd have more reason to believe something as ludicrous as 'transubstantiation', as clear lies like 'Jews of different nationalities gave off different colored smoke when cremated' or 'The Germans FAILED to kill millions of Jews, due to incompetence, and lack of organizational skills. Or 'I escaped dozens of 'death camps', and was given transit visas and transporation by the people trying to kill me, so I could travel all over Europe, from one 'death camp' to the next. HELLO KITTY!

There is NO / ZERO feedback from 'reality'. From 'outside the loop'. You are NOT allowed to bring in 'evidence' from 'outside' the loop. If the 'evidence' does not 'support' the assumption / lie / propaganda / official 'knowledge' e.g in Germany the legal system KNOWS the holocaust happened and 6 million Jews

were gassed and cremated, with no coal even...fictions don't need ANY Evidence...in stories you can cremate people without ANY fuel, without ANY coal...any evidence that does NOT support the lie, is 'inadmissible in a court of law'. In other words the lie can only be maintained if no-one is ALLOWED to challenge it with hard concrete facts / evidence/ scientific research / documents and compelling arguments. THAT is why 'Holocaust DENIAL' was made a criminal offence. Because that LIE would have been debunked decades ago. In fact within the first years after WWII

Imagine a cybernet system, one that requires feedback from its environment to operate, was given a faulty map of its environment, then told to 'go out into the world'. Imagine if it was NEVER allowed to 'UPDATE' its maps. EVER. What if its original maps were faulty? Even if they were perfect for thousands of years ago, what would happen if they were to 'stumble into New York today? Assuming forests and swamps. And encountering trucks and cars and buildings etc? How long would they survive, walking blithely across busy roads through traffic, assuming they were walking in empty fields and woodlands? THAT is how YOU are operating right NOW.

Your computer demands you constantly update its 'definitions'. IF you fail you, you end up with nasty viruses.

Another word for update is REVISE. Historical revisionism has been demonised. But all it means is 'updating' our definitions and 'understandings' based on new, updated, more precise, more honest, more compelling, more scientific, more advanced research, understandings, discoveries, and findings.

If you BELIEVE Islamic terrorists carried out the 911 attacks, and act on these assumptions / beliefs / 'knowledge', and it turns out it was you're the occupational government acting on behalf of the Cult of Judah, then all your RESPONSES will be self-defeating, and actually self-destructive. You will end up fighting for your own slave masters, and assisting them in enslaving and killing you and your family.

Everything has become so lucid and clear to me. And I realise that the ONLY way the Cult of Judah can continue operating is by DESTROYING anyone like me, and ensuring YOU NEVER step outside the 'loop', and join people like me out here. So I KNOW what a threat I am to them. Even though you are too lazy and stupid and gutless to venture outside 'the loop'. They still fear that some of you MIGHT. Just enough of you to replay the War of Independence, and re-take our nations back, to kick out the occupation governments of the Cult of Judah. So I realise that my survival depends on 'keeping to myself' what I have learned. But that if I do this, I will end up a slave and/or dead anyway. Or if not me, then EVERYONE ELSE who comes after me, and inherits a TOTALLY CLOSED LOOP. A totally closed society. A total mind-prison. With ZERO chance of ever

having access to any information / arguments / facts / impressions from OUTSIDE of this loop. Just like in the middle Ages. Just like under the Inquisition. Just like in ANY of the slave societies that have existed on this plane.

I naively thought I'd been lucky, and did not have to deal with the censorship and risks that Socrates and David Hume had to face. In fact I never would have realised how tight the censorship has ALWAYS been, and how dangerous it has ALWAYS been to be a real 'free thinker' and 'philosopher' and 'conscientious observer' of this world and its goings on, had I not woken up to the facts about 911, and 'The Holocaust'. That started me on a journey that opened my eyes. Only to realise that the price of trying to help YOU, and others, was going to be fates WORSE than death.

And so few of the potential listeners will ever take me seriously, and benefit from my risk, sacrifice, and effort, and true suffering that I've endured, and am sure of being forced to endure, for my conscientiousness, and good will, and honesty, that is makes a mockery of that suffering, and my endurance of it, for the sake of OTHERS. Jesus suffered very little in comparison with what awaits the dedicated 'Holocaust de-bunker'. And YOU have made a mockery of his (probably fictional) suffering. And you even 'believe' him to be 'god'. So imagine the fatuousity, the absurdity I have to deal with, in doing what I do?

You could not possibly relate to it. You will just ignore me. Dismiss me. When I go to prison just forget about me. Even if anyone tells you about me. And even if you bother to listen, and wonder about me. And why I am willing, like others before me, to sacrifice and suffer so much for a few sentences.

What could be so important about MY beliefs that I will go to such lengths? Why have all the OTHERS been willing to suffer so much to utter a few utterances of truth in a world of lies and propaganda?

Do 'Holocaust promoters' risk prison? Risk being outcast? Bankrupted? Tortured? Ruined? No, they are rewarded with millions, prizes, public sympathy, public esteem, money, publishing deals, speaking tour deals, television deals.

And us Holocaust 'deniers'? What possible motive could WE have? Given that all we get in return is misery, rejection, abandonment, ostracism, demonisation, bankruptcy, unemployment, isolation, prison, and worse?

All those Hollywood movies want you to believe that the 'Pagans' were converted to Christianity after being impressed by how much the 'Christians' were willing to suffer for their beliefs. Their willingness to go to prison, for one.

In reality they were forced to 'convert'. Charlemagne, for example, had 10,000 Saxons beheaded simply because they would not destroy their own' sacred

groves', after the Saxons turned up, unarmed, to a peace conference. Just one example of how 'conversion' REALLY took place. By force. By murdering anyone who would not 'submit'. THIS is true Cult of Judah business practice. Political strategy. Coming to YOUR town, and YOUR HOME, very soon.

'The Holocaust' and '911' are the two most recent additions to the 'Torah'. If you do NOT 'publically 'believe' in these two myths, you WILL be punished until you submit, or die. This is how all Cults operate. This is how the Cult of Judah has operated for 3000 years. It works. They gained control. They are in the last stages of their total enslavement of us all.

'The Holocaust' and '911 was Islamic terrorists' are the two latest DOGMAs produced by the Cult of Judah. The other recent one was called 'Scientific Marxist-Leninism', again another ironic self-contradiction in terms. During the Jewish rule of the 'Jew.S.S.R', it was DOGMA. An article of Faith. If you dared publically challenge it, you lost your job. Then if you tried communicating your ideas to others, you were sent to the Gulag, as a slave, to be worked to death, or until you decided to 'submit'.

Anything YOU experience as 'torture' can be used to 'convince' you to change your beliefs. Beliefs CAN be changed. You CAN convince yourselves of anything. If you are sufficiently MOTIVATED, your subconscious will step in and change your beliefs, to save you from what you fear, and from the real suffering of what you are experiencing as unbearable torture. Whether that is slave labor in Siberia, the threat of losing your job and family, or solitary confinement for 10 years in a super-max concrete box, or simply loss of social approval / acceptance / status. You can LITERALLY be brought to BELIEVE anything, if the alternative, NOT believing it, is painful enough. Unbearable enough.

Or if believing offers you benefits. A lucrative publishing contract and speaking tour deals. Movie deals. Promotion. A good job. Public acceptance and approval. Some limited freedom that is at least better than a concrete box. Even so you can feel 'righteous' and 'good', and 'noble', even 'superior', without having to actual DO anything to 'EARN' these self-definitions. You can imagine you are 'superior' to those evil Nazis and holocaust deniers. It costs you NOTHING. You risk NOTHING. And yet you get to feel 'superior' and 'smug'. You can criticize someone ELSE. Feel better than someone else. Simply by going along with the propaganda. THAT is a reward for many people strong enough to 'pay' them for their 'submission'. Only of course they have NO idea what they are sacrificing, and what the consequences will be, of this submission. Until it is too late for any effective resistance to the prison state. If Russians had only suspected what the 'Jews' had in store for them, they would have fought to the last man and child to prevent becoming slaves to the Cult of Judah. Even Germans would have made a

greater effort, and would NEVER have surrendered as long as there was a single weapon, and a single bullet. What is coming is THAT monstrous. But then again, Germans were slaves, to the Romans, and to their own Germanic tyrants, for most of their history. Their brief freedom under Hitler was not typical. Germans seem to be quite submissive. Like most people. Few humans ever fought against their masters. They were too busy fighting among themselves for the scraps their masters threw to them.

The 'authorities' working for the Cult of Judah, knowingly or unwittingly (most people serving the Cult of Judah imagine they are serving 'god' or 'Jesus' or 'Equality' or 'Justice' or 'Social Justice' or 'Equal rights' or some 'utopian' ideal), will ask 'why did you insist on using VPN and encryption? I would respond 'Why do you have doors and curtains on your home? Do YOU have something criminal to hide? Do YOU wear long sleeves because you have swastika's tattooed on your arms? Or because you do NOT have a work camp tattoo there? Like that Weasely Wiesel?

When people claim (I have no evidence) that Homosexuals were imprisoned in Nazi Germany, I would ask them to check the historical records of their own nations, to see the record of the last criminal prosecution for a homosexual in THEIR nation. And then to compare the 'penalty' for Homosexuality dictated by the 'laws and statutes' of the Cult of Judah in their Torah / Old Testament. Death by stoning is what Homosexuals have to look forward to under the coming 'Jew' World Order. And I personally think Homosexuality is GREAT, but still disappointing compared to BI-Sexuality, which is the only FULL and COMPLETE sexuality, and expression of our full natures, and a pre-requisite, it seems to complete enlightenment and freedom from our mental prisons, and perhaps this entire 'prison plane'. And to counter that stupid self-hating cinema of Germany and Europe, Hitler was NOT allowed to remain in his 'box' during the medal ceremony for Jessie Owens. However Owens states emphatically that Hitler made a congratulatory wave of recognition to Owens after his Olympic victory. Hitler was not ABLE to be present at Owen's award ceremony. He was keeping his word. His agreement with the Olympic committee, regarding how long we would be allowed to 'preside' over the Olympic events. These are documented FACTs you can confirm. Unlike the Jewish propaganda, which has ZERO basis in reality. Work Camps. Yes. Documented deaths from disease reported and recorded by the INTERNATIONAL Red Cross, Yes. It was not Hitler who was the racist, but Roosevelt, who not only refused to congratulate Owens, but presided over the extreme racist laws of his nation, before, during, and after WWII. Owens would NOT have been forced to use the 'back door' when attending public events, in Nazi Germany. But what care do YOU have for 'reality', when you 'believe' everything you are told, and then 'know' with confidence. With smug, complacent, self-satisfaction. What hope did a philosopher EVER have with this species of Homo fideo you call 'Homo Sapiens

Sapiens'. What DOES this species REALLY 'KNOW' to justify this epithet? Or was it intended as an ironic joke? That we 'KNOW' so much, when in reality, we can KNOW NOTHING. And the more we THINK we know and BELIEVE we know, the more STUPID and mislead and ignorant and self-destructive we become?

'In all things moderation' applies to moderation as well, as the ancient Greek warning reminds us, a state that does not allow occasional entry to Bacchus, is doomed to failure'.

Statements like 'Generalisations are all invalid' applies equally to that statement.

People lie, so be skeptical about THAT statement too.

But the point is that higher level of abstraction statements can NEVER be used as 'evidence' to 'prove' or 'justify' or 'validate' lower level of abstraction statements...I think that might be one of the few 'original' insights / clarifications I've contributed...just now...or yesterday, to philosophy.

A generalisation or 'law' or 'rule' exists at the highest level of abstraction. So any 'deduction' made from it must be taken with a grain of salt. Just ONE single exception (which people conveniently will call 'the exception to the rule') debunks that 'law'. Even a 'death camp' with 'survivors' debunks the concept. It is a paradox. Or proof of 'typical' German incompetence and poor organizational culture!

If all your 'experience' of the world STARTS at the highest levels of abstraction and remains there i.e what you are told / hear/ and taught by teachers and television and movies and novels, then your 'grip on reality' is going to be very problematic.

Unless you 'go out into the world' and 'experience things first hand' and 'investigate' and 'interrogate' what you've been told, by challenging EVERYTHING you've been told, and seeing if what you've been told CAN in fact be 'demonstrated' 'proven' 'supported' by actual sensory evidence, even documentary evidence, chemical testing of supposed 'gas chambers', expert analysis, peer reviewed discussions / research papers, free and open and public debate...you should remain HIGHLY skeptical. Even that the earth is a 'sphere'. It may not be. And always ask 'Cui Bono'. Who benefits from me BELIEVING these things I've been told / taught /led to believe?

Clearly, when a book written by a group of people says 'give that group of people 'the best of the best', and obey them without hesitation, no matter WHAT they command you, because they were inspired by god / god revealed what they wrote to them, and it is GOD who commands, through them, and grants them

their authority...you should see warning lights flashing and hear alarm bells and sirens going off all over the place. Cui Bono? Come on. Look at how the 'Princes' of the Catholic Church lived. Go visit the Pope's palaces. The Bishop's PALACES. Read the bible and see what 'goodies' the Priests 'swindled for themselves from this great con game, this original 'protection racket', their 'mother of all scams'. Priesting is the oldest profession worth anything. Sure prostitution can earn you a living, and some courtesans became quite wealthy and influential, but nothing compared to what you can 'legally' steal if you set yourself up as a Cult priesthood. Ask the Cult of Judah and their Golems. Find out who owns and runs the worlds money printing presses, its mass media outlets, Amazon, Google, Yahoo, Facebook, The Fed, The U.S.A, Germany (yes folks, Germany ceased to exist in 1945, and was replaced by a Corporation, run by the Cult of Judah, for the Cult of Judah...NO exaggeration...Check out my videos for details...the actual document and Corporation registration numbers.

People LIE if they think it will bring them pleasure, relief, or security, or any benefits, such as 'getting away with murder', or 'getting away with some other crime'. If I offered you a lifetime pension for simply stating 'Yes, I believe X', would you refuse? If I played upon your sympathy? If I explained to you how important it was for 'your people' that you lie, would you? If I threatened to excommunicate you from your community, your ancestors, would you lie? If I threatened you straight up with physical violence, or other forms of violence, such as prison, fines, loss of income etc, would you lie?

NO? You'd go to prison for 10 years? You'd give up your job? You'd sacrifice everything, just to tell the truth? Really? So you are like Socrates? Jesus? David Irving? Ernst Zundel? Sylvia Stolz? Monika

A generalisation must be applicable to itself. The 'law' must be an example of its own principle. A lower level abstraction example of what it claims, as a highest level abstraction. It must be an example of what it claims is true. If 'All men are capable of lies, and likely to lie if it seems the most convenient, beneficial, profitable response', then apply the generalisation to itself. No problem.

Now say 'Millions of people would never deliberately deceive others for personal gain or out of a sense of loyalty to their 'people'.

Is the believe a 'congruent example of its own generalisation'?

'It is wrong to make generalisations'. Really? Why 'wrong'? Are there NO circumstances in which it might be right? Such as in an emergency, when you don't have TIME to research all the facts? Hmm...such as a '911' maybe? How convenient...yes, during times of 'attack' and 'war', the government is given a 'free hand' and we 'suspend our critical faculties' as we 'don't have the luxury of time etc to 'look into it', right now...and later? Well, don't worry, THEY will

ensure we are ALWAYS in a 'state of emergency' / 'war' / under attack / threatened so there will NEVER be a 'pause' to 'consider the facts'...and we will constantly be 'suspending judgement' and 'erring on the side of 'national security' and self-preservation...always on the run...never a moment to step back and ask the questions that would reveal/ expose the scam...the scam of 'national emergency' and 'false flags' and 'just wars' and 'necessary violence' and 'we are taking away all your liberties and rights to protect your liberties and rights from some 'others' who want to take them away from you'...

'we are taking away all your liberties and rights to protect your liberties and rights from some 'others' who want to take them away from you'...

You get that yet? Who is it took away our liberties? Who DID it. But THEY did NOT WANT to? Someone forced them to? Who? You? Did YOU ask them to? Did some terrorists actually occupy the entire Jew.S.A government? Really? Fuck, I've really been left out of the loop. I did NOT realise that had happened.WOW.

Say you fight fire with fire. But what if there was no fire in the first place?

A fire BREAK is one thing. But setting fire to your house, to protect it from bushfires ever doing so? Is THAT sane? Reasonable?

Giving up all your freedoms protects you from having them stolen HOW?

Oh, so give up all your possessions, and be ensured no-one will EVER be able to steal them from you? Fuck, I'd best set up such a 'security' company. We'll come around, take all your shit, after you pay us for this 'service' of course, and give you a written guarantee that this stuff we've just taken from you will NEVER EVER be stolen by THIEVES. We'll give you a guarantee we will! Ready to sign on the dotted line now?

In John 8:3-11 Jesus asks the people keen to stone an 'adulteress' to death, as the 'laws and statutes' of Moses, that guy who murdered the people who adopted him, gave him status and wealth and a great life, and then genocially murdered all their people...the 'role model' of how 'Jews' are to treat their 'host' nation benefactors...no? You think I am the one with bad intentions here? Read the fucking bible fuckers...wake the fuck up... Jesus challenged them...'let he who has not sinned cast the first stone' i.e act on principles...judge not ...for as you do unto others, so shall be done unto you...I guess adultery cut into the profits of the temple prostitutes, and thus the 'takings' of their 'pimps', the Priests?

Jesus did not attempt to 'exonerate' the woman, to prove her innocent...but to employ the optimal ethics generator on her would-be murderers...they were asked to put themselves on trial...would they risk that? ...treat themselves as

they planned to treat that poor woman? In reality I bet some fucker would be smug and complacent and deluded enough to stone her, imagining himself / herself 'pure' and 'innocent'...so I bet that was just a nice story for children...for adults do NOT behave that way...they are fuckers...

I am stupid...is a generalisation...I cannot learn because I am stupid...well so you never learned to read this? Hmmm...I see a crack in your logic...etc...i.e move from the generalisation / highest level of abstraction, down to lower levels of abstraction i.e concrete examples...can usually find one that does not 'hold true' with the generalisation...though if you really WANT to call it 'the exception that confirms the rule' ? what is that? How can an EXCEPTION prove / validate / confirm the general rule? WHAT sort of head fucking have we undergone to accept such a fcukin fatuous statement...the exception that proves the rule? Just think about THAT if you don't believe you've had your brains taken out and washed, and filled with junk and rubbish and confusion and ...

Exceptions do NOT confirm / prove / validate the rule. They clearly DISPROVE the rule. The whole point of a 'rule' / generalisaation / law at the highest level of abstraction is that there may NOT be ANY exceptions...

Of course in reality we are talking about 'heuristics'. Rules of thumb. And as long as you REMEMBER and KEEP IN MIND that they ARE just that, rules of thumb, heuristics, and NEVER take them as 'truth' and 'law' and 'fact', you will be fine. Sure, assume that if you step out of a 10th floor window you will drop to the ground...but you do not KNOW this...and just because you have OBSERVED such things happening, does not mean you understand WHY they happen...acting logically and not stepping out the window is NOT the same as accepting, blindly, the IDEA of 'gravity'...the 'electric universe' theory of gravity is MUCH more compelling than the one we've been taught...

Always make those distinctions... 'rules of thumb' 'a.k.a 'laws of nature' a.k.a 'generalisation's such as 'Gypsies steal', are ONLY useful as initial cautions / guides...NOT to be confused with REALITY...the actual gypsy or Jew in front of you might be a decent, honest, hard working person like yourself (?)...but when you are dealing with Cult members, and Gypsy / Jewish 'Cultures', you'd best be cautious, given what we KNOW about their 'Cultural beliefs' vis a vis YOU (non-Gypsies and Non-Cult members a.k.a Goys a.k.a Amaleky a.k.a Edomites)...

Its amazing how 'fast' people learn 'limiting' and 'stupid' beliefs...e.g 'god' and 'priests represent god and have his authority to make laws, punish us, steal our shit, kill us, command us to commit genocide etc...or 'I'm stupid' or 'I'm ugly' or 'I'm unlovable'...remember how quickly you learned that 'I'm too slow to learn anything' !!! yes indeed you are a prodigy, just chose the wrong things to learn quickly !!!

Someone can't afford your high quality product / service? Can they afford NOT to invest in the best? Can they afford / risk wasting their money on junk?

How to 'step outside of yourself' and evaluate your own beliefs neutrally / objectively ? Free of the 'fear' and 'desire' implicit in them...e.g I believe it is O.K to enslave others / this belief allows me various 'benefits' i.e I am the beneficiary to this belief...has that muddled / distorted my thinking? Or 'I believe in 'god' because I fear if I don't, I will go to Hell', or 'I accept 'the holocaust' and '911' fictions because I don't want to be in the position of having to bear the burden of responsibility / conscientious response-ability of keeping what I now 'know' to myself, and leaving everyone to suffer as a result, because if I DO try to save them, I will destroy my own life / self / happiness / possible happiness / security / freedom etc...

A 'class' of objects / things / ideas means ALL the objects / things / ideas...so unless ALL of them meet the criteria for the Class, and the definition given to the class applies to ALL of the items in it, it is just rule of thumb / heuristic device, and NOT a 'law of nature' or 'universal principle' e.g 'the ends justify the means' ? so ANY ends justify the means? Don't you mean you justify yourself so you can have the means, and EMPLOY any means you WANT, to get what you WANT, no matter WHAT the cost you force others to pay?

Meta communications key to 'play' acting, especially 'play fighting' between animals...i.e meta meaning 'above'...so animals display all the same actions / gestures / facial gestures / utterances etc...but KNOW it is all PLAY acting...not real...they 'go for the throat' to 'take down' each other...but all in play...so there is a 'higher' frame that 'frames' all the lower 'authentic appearing mannerisms and actions' as mere 'play' and NOT dangerous or serious or threatening...

Dogs wag tail, move up and down excitedly...BEFORE ... humans tend to 'nudge' / 'wink' etc after, and smile, adopt some 'meta signal' beforehand, to indicate they are being 'ironic' or 'don't take me seriously / I'm joking'...often though betraying true hostile / sexual intentions...dirty joke, malicious joke...can be attempt to start something, without committing... 'testing the waters' to see the response...

Interesting Bateson example: if you move the numbers of a complete telephone number, and 'group' them differently e.g into national / state eg prefixes, then number, or treat them as just a number, you could have, in the past ? gotten 'the wrong number'... Same as missing 'cues' people give that they are joking, serious, threatening you, playing with you, sarcastic, genuine, disingenuous, being ironic...especially with 'mating ritual signals' i.e female may act hostile to guy fancies, and he takes it literally, though friends will tell him 'I think she likes you'...e.g my conversation...'she is really mean to me, I think she doesn't like me'...interlocutor...'Or is it because she DOES like you?'...No can mean

Yes, or maybe, or no. A refusal can mean you are expected to try harder / up your 'game' / she doesn't want you to think she is easy / that she fancies you and you can just have her with no effort, if you tried / playing hard to get / not wanting a 'reputation as easy' / not wanting you to take it for granted / not wanting you to know the power you have over her / or she wants you, but isn't ready for such things yet etc...so many subtle signals...the men who are 'successful' in business, poker, or women, usually can 'read' their interlocutors well. E.g 'tells' in poker, in business, with women, when they are bluffing, angry, about to walk away, desperate, etc..

Animals like lab rats can be 'conditioned / trained / taught' to avoid or investigate new objects, by giving them a history of being shocked by new electrified objects placed in their torture chamber to generate avoidance, and rewarded with food etc in new objects placed in their torture chambers, to encourage curiosity and positive expectations... so soon they will avoid or be attracted to new objects, ...does THAT ring a bell?

Consider what happens when a child challenges a teacher, or asks for proof / evidence/ explanation for something they are supposed to 'take on faith' and memorise / believe...and children punished for not 'believing' the stories told to them at 'Holocaust' indoctrination centers a.k.a 'museums'...how can you have a museum for a book ? it is really a diorama of a book of the torah...you can't have a museum for Lord of the Rings can you? Talk about full spectrum propaganda...oh, and parents of such children being sent to jail, and threatened with the loss of parenting 'privileges' i.e threatened with having their children ordered into foster care...how is THAT for 'electrified items stuck in your torture chamber to teach you to 'avoid' certain 'truths' and 'facts' ? What a moral dilemma...parents forced to allow teachers to lie to them, and defame their own ancestors, for fear of having their children taken away from them...what a fucked up world...and YOU believe the cult of Judah has NOT occupied YOUR nation?

As I stated with 'the exception that defines the rule', the problem with the highest level of abstraction 'laws of nature' or 'generalisations' is that they 'dominate' and 'squash' any attempts to dislodge them from their elite status as 'knowledge' and 'belief' and 'conviction'... they are only positively useful as heuristic devices / rules of thumb, that we must continue to interrogate, and merely ENTERTAIN, rather than accept on faith dogmatically as 'proven' and 'self-evident' 'laws'. As Jesus said, we must avoid 'idolising' beliefs...and 'the written word'...(which after all only humans wrote, they admitted it...they claimed 'inspiration' and that their words were 'revealed', but hey, anyone can claim anything, and perhaps we should judge them by their actions...why would any god worthy of your respect WANT you to stone ANYONE to death? Or care which direction you faced when you defecated, while 'wandering' the desert? Let alone command you to commit genocide, rape, 'rip up pregnant women' and

‘dash their little one’s heads against the stones’, and all that horrific, cruel, stuff...that the Torah role model’s as the role models for ALL ‘Jews’...???

We must abolish ALL dogma. ALL articles of FAITH. We do NOT need them. They are NOT positive contributions to our maps. They are destructive. Limiting. And NOT in a good way, like limiting our malicious acts. For they ENCOURAGE the worst in us...exceptionalism, opportunistic exploitation, and the aforementioned rape, genocide, slavery, and arbitrary submission to arbitrary authority (which claims it has the transferred authority of a god that only THEY, (claim) to have ever come into ANY sort of CONTACT with on a lower level of abstraction / sensory impression level e.g burning bushes, or the ‘feeling’ that god was inspiring their words / deeds...fuck, millions of people are deluded enough to believe ‘god/s’ are speaking to them, or acting through them...

At the end of the day, if you BELIEVE in any god, all you are doing is believing the written and spoken words of men. Men whose role models are the WORST possible ethical role models you could imagine...

At the end of the day it is what Hamlet said that motivates your ‘beleief’. Or what they call the ‘gambler’s dilemma’, which is NOT dilemma at all, just an example of extremely specious sophistry...You should BELIEVE EVERYTHING, just in case it turns out to be true, because IF IT IS not TRUE, THEY CLAIM, BELIEVING COSTS NOTHING, BUT IF IT IS, YOU WILL PAY A HUGE COST FOR ETERNITY...doesn’t matter if we are talking about throwing salt over your shoulder or crossing yourself or whatever ‘ritual’ you have been told is ‘necessary’ to ‘protect yourself’...it is all the same...it is a con...Hey, send me all your money...or you will go to hell for eternity...hey, think about it, if I am right, you risk an eternity in hell, now seriously, is it worth all the money you have to avoid that POSSIBILITY? THAT is all the ‘gamblers dilemaa’ is ‘arguing’...it is absurd...and people take THAT as a serious argument for ‘believing’? Fuck me!

How many ‘exceptions’ can be piled up and keep ‘confirming’ the rule? How many religion inspired acts of horror, brutality, cruelty, war, viciousness, malice, do you need to actually WITNESS, with your own EYES, before you start questioning the ‘higher level of abstraction ‘belief’ that religion is ‘good’, and ‘honest’ i.e NOT a lie told by a few powerful people to benefit themselves at the expense of everyone else...?

This is what Bateson was trying to elucidate. The difference between what people claim to believe, and how they accommodate their actual experiences to maintain that belief...double binds...he noted, as anyone will, that what people claim to believe does NOT seem to impact their behavior that much...and you can give examples that contradict and ‘disprove’ the ‘belief’ till you are Prussian blue in the face (unlike the supposed gas chambers exposed to Zyklon B thousands of

times, but failing to retain even a trace of the residue) ...and people will just find ways to 'weasel' out of it, like that Wiesel fellow...no tattoo? Well? Ah,Hmm, yes, A nazi doctor removed it? Why? Ah, well...hey, are you a holocaust denying anti-semitic nazi I need to get locked up and bankrupted? ??? What does me claiming to be born in Hungary, and living there for years and years, have to do with me not being able to speak a word of Hungarian? Are you some criminal I need to set the cult onto?

Basically people do NOT REALLY believe, as they CLAIM they do. Their behaviors are NOT consistent with belief in an eternal hell, avoidance of which requires them to 'play nice' with the 'other kids'...

You might just say that behaviors are more impulsive, and animal, and that the human side of our nature can't stop all 'bad' acts, only regret them, and seek forgiveness and to 'make up for' what we did, 'in the heat of the moment' or 'under the influence of strong passions / violent emotions / ignorance etc...but what does that mean, then, about 'beliefs'? Few people, in the 'heat of passion', except in great movies with Patrick Swayzee and Keanu Reeves, will override their 'belief' in gravity...though they may behave more 'bravely' in cases, such as mothers protecting their children...even a cat will attack a dog to defend its beloved 'owner', when the dog is massively greater in size...such instinctive protective responses are one thing...but they prove my point (not dogmatically of course) that the mothers / cat 'believes' that it is important to them to protect their children, at all costs...THAT is REAL belief...few people 'Believe' like in Conan the Barbarian, where the Cult leader commands his devout follower to step off the cliff to their death...though hundreds of millions of people have gone to their deaths based on propaganda, and fear of being 'ostracised', by jingo by crikey, for not being bloodthirsty and 'patriotic' enough...for being a 'coward' for not wanting to burn women and children and old people alive...

What we can OBSERVE is behavior. And NOT 'belief'. But we can judge if a person 'Believes' X, by how closely their behavior is consistent with a belief in X.

We are dealing with 'idols' and 'dogma' and 'articles of faith' when we deal with fixed ideas of 'personality' and 'identity' or even 'fate'. The fixed, limited ideas we have of what our 'self' is capable of. We take a few of the 100 0flowers of the soul, and fix them as 'us'. Any time we say 'interrogation of X is criminal', we are admitting that X would fall apart as a belief, if anyone dared interrogate it, and reveal/ expose it as a fraud / mere assumption with no compelling grounds for believing in it, other than fear of punishment for daring NOT to, publically...

Our 'lizard' / 'reptilian' brains act on pure instinct and 'fight or flight' and 'love or hate' and 'desire or fear'...attraction and repulsion, like magnets...

Our most basic 'programs' are 'assumptions' a.k.a 'definitions', just like any other computer program. We define things that promote our survival and reproduction as 'good' and 'desirable' and are 'attracted' to them, even fat, sugar, salt, and risky sex are 'good', as 'as much as you can get while you can get it' is programmed as the default setting, as these things were 'scarce' for most of our ancestors history...even 'meat' was so rare as to be 'included' in this 'list of our favorite things' ...which have become 'fatal attractions thanks to obesity, heart disease, diabetes, H.I.V and other STD's, high blood pressure', due to the historically unprecedented, relative ease and abundance of obtaining all these once extremely rare 'goods'...

Appeals to 'fear' are made to the reptilian brain, and bypass all the later additions to our brains, where the more 'reasoned' and 'rational' decisions are formulated / calculated / reckoned...so all Cults appeal to fear...they invent things to fear...like gods, hell, demons, terrorists, crazed lone gun-men...and 'holocausts' and fictional 'histories of irrational unwarranted persecution' and definitions of 'non-Cult members as irrational haters who want to kill you and your children, the moment they find a way to get away with it'...and again with reference to faked 'past' incidents where they actually 'did this'...to condition you to a level of hysterical paranoia that would make any 'rational discussion' between an indoctrinated / brainwashed cult member, and an 'Amaleky' or 'Edomite', impossible...because the cult member is 'IMMUNE' to logic, reason, demonstrations of concrete examples, documents, scientific studies and research findings, chemical analysis, logical analysis, critical reasoning, and compelling arguments 'by design'.

This is the big problem when it comes to challenging beliefs...and the assumptions that underly them...usually without the 'beleiver' even realising they have made those assumptions, or have taken them 'on faith' and 'uncritically', like a child believing in Santa Clause, or adults believing in 'The HOlocuast' and '911 was Islamic Terrorists' and 'a pre-emptive Nuremberg war crime styled invasion is for a 'just cause' and a 'good war' or at very least 'necessary' and unavoidable...or even that the people who are taking away all our freedoms, are NOT the ones who HATE them...they are taking them away to protect them for us...putting them somewhere safe...in a vault...for safe keeping, until it is safe to give them back? Which will be when? Never? Endless wars. Endless 'terrorist threats'. Often backed up with real false flags attributed to some new 'enemy' created by the people who carried out the cruel horrific monstrous atrocities...as always...

If you can get someone to IDENTIFY with an assumption / belief, you've won them for life...this is what CULTS do...Cult members identify with the Cult beliefs...they define themselves according to the cult beliefs / assumptions...they BECOME, for example, 'Semitic' i.e they internalize and introject the ideology of Semitism given to them by their Cult leaders as 'revealed truth' and 'gospel' and 'from god' and 'the will of god' and 'at gods command', and thus with 'the authority of that god'...and 'identify' themselves at their most basic, deepest levels with that cult, its lies, propaganda, and assumptions. So you turn a 'human' into a 'Jew'. Or a 'Catholic'. Or a 'Muslim'. They are ALL the same Cult. The Cult of Judah. The 'religions' of 'the book'. The book is the Torah. Roosevelt and Wilson were 'Old Testament' a.k.a 'Torah' 'Christians', in their OWN words. They took their nations to war based on the 'advice' and 'directdion' of their 'spiritual leaders' a.k.a the Cult of Judah 'Jews'. Churchill just did it for the fame and glory, and the luxurious lifestyle, like Trump, a bankrupt from the get-go, and eager to serve his masters in return for luxury, privelge, illusory power, status, prestige, having his debts paid off, and being a 'popular' hero to his people...When Trump hits the Nuke button, I can imagine how he will go down in history...as the 'man of the hour' and 'a great man of history'...like Churchill the war mongering, alcoholic, drug addicted, self-addicted, entitled, narcissist (without the empathy that makes a borderling narcissist a true hero and Cultural treasure!)

The 'mission' of a sane, balanced, mentally healthy person is to seek to enjoy the company of others, and of other animals, and to contribute to the well being of others, understanding intuitively that doing so is the best way to ensure your own well being...they seek love, sex, tasty food, enjoyment, purposeful creative constructive action a.k.a work...they seek truth and justice and fairness for all sentient beings...they abhor any cruelty or slavery or exploitation or unfairness as 'ugly'...they don't waste time with rituals, fear of some unknowable 'after life', or seek to dominate and enslave others...they don't fear others...they are no paranoid...they don't seek to impose their own arbitrary assumptions and beliefs on others, and agree to murder anyone who won't 'agree' with them...and their cult leaders...etc...but the 'mission' of cult members is all this and much more...read you bibles / Torah / Koran...nothing 'admirable' or 'desirable' there... a few nice words to give a patina of 'spirituality' and 'ethics', but all these little embellishments are totally undermined and neutralized and overwhelmed by the malicious evil contained in these 'religions'...which are ALL part of the SAME cult of Judah...

Cults command / order / regulate the behavior of their members, and anyone else they can gain power over, like you and me...after occupying their nations governments and mass media and jewdiciary and education systems...at the most basic levels, of diet, clothing, sexuality, work, etc... and if you can get people to ACT in a certain way, their minds naturally seek to 'validate' that behavior with

beliefs e.g if you can be brought to harm others, your mind will want to justify this harm and find some legitimate excuse for it...such as 'I hate them', they are evil, they plan to kill me etc...and vice versa...get someone to do nice things for some person or group, and their minds will want to justify THAT, to remain 'congruent', by finding reasons why they SHOULD want to help / aid / assist / promote the wellbeing of that person or group...and they will end up hating one group they were lead to maliciously harm, and loving another they were lead to help / assist...for no other reason than to seek 'congruency' between their actions, which were NOT self-generated / directed, and their beliefs...

So acting is believing too...just like believing is seeing...

And if you can bind up 'spirituality' in all this somehow, you've finally enslaved / enthralled your target individuals and groups...if they somehow define 'obeying YOU, their cult leader' as 'the highest good' and 'as a service to som god', then they're done for...they will be capable of anything, now that their 'highest ends' are assumedly served...so ANY means will be 'fair game' as 'the ends justify the means', and the ends are THE ultimate ends of a spiritual, ETERNAL nature...as the Catholics are always reminded 'surely sacrificing / suffering anyting on this earth is better than eternity in hell? And missing out on an eternity in heaven? Surely?

Only when you remember that these hells and heavens are pure fiction, made up, assumptions with Zero justification / validation / ability to induce/ logic/ reason/ basis in 'reality', with zero sensory impressions to support them, does the whole scam fall apart. Who needs to pay for protection from demons etc if there are no demons etc? Who would buy a product or service that offers ZERO benefits?

Well what about you? I've got luxury palaces for sale, and luxury cars...you pay now, and get them in your 'after life' ... I promise...Hey, who says you 'can't take it with you'? Why leave all that loot to your kids, when you can buy a palace today with that money, and move in after you die? We have special offers on Bentleys. Pay now, and be guaranteed delivery two days after you die...great deals!!! Act now...don't miss out...

Does any SANE person value 'security' above freedom? Above having the right to speak their minds? The right to travel without being sexually harassed by people you pay to violate your personal space, and lay hands all over your body, and go through all your personal belongings? Why do you ACCEPT such intrusions on your constitutional rights and privacy? ONLY because you've been tricked into believing it is 'for your own good', and that there are nasty terrorists everywhere trying to kill you...how did they get you to believe that? Simply by blowing up buildings, and murdering thousands of people, then claiming it was some FOREIGN terrorists or 'oath keepers' or 'gun rights lobbyists', or 'freedom of speech advocates'..when the Terrorists are your own paid government

officials, as in most false flags, and in the few 'real' attacks, sponsored, facilitated, financed, and trained by YOUR government...

Note that our enemy is the Cult of Judah, and the beliefs it has indoctrinated into its members, the 'Jews', 'Catholics/Christians' and 'Muslims'...NOT the people who have been tricked, deceived, manipulated, brainwashed, conditioned, programmed, coerced, blackmailed, corrupted by this Cult.

Anti-Semitism is not about hating 'Jews', it is about hating what they believe, and what they do, have done, and plan to do, BECAUSE of those beliefs / assumptions ... It is not about the person, but their actions, and the beliefs that motivate those actions, and passive inaction.

What most people imagine 'Anti-Semitism' means is an irrational hatred of an individual who happens to define themselves as 'Jewish', just because they identify as 'Jewish', and for no other reason.

In other words an irrational hatred, based on nothing but some prejudice i.e assumption / belief about 'Jews'...that 'all Jews are X'...

But most people in prison for 'anti-semitism' i.e hate speech or holocaust related matters, do NOT hate 'all Jews' or even 'Jews' per se. They hate the ideology of Semitism. They hate being murdered by Cult occupied governments, and having their rights taken from them by force by their Cult leaders. They hate being legally required to defame their own people, parents, grandparents, friends, neighbours, colleagues, and entire nation, by the Cult of Judah, and millions of 'Jews'. SELF-DEFINED 'Jews'. IT is not like Sascha Baron Cohen portrays anti-semitic persons, as having ludicrous, silly, absurd, ignorant ideas about what 'Jewish' means...what it means to be a 'Jew'...what 'Jews' are...For the Torah tells us EXACTLY what 'Jews' are meant to be. And when people affiliate themselves willingly with murderers, criminals, ponsy scheme operators, liars, propagandists, war mongers, baby killers etc, you have a right to reject them as potential 'friends' and 'co-workers' until they 'change their wicked ways' and at least distance themselves from those committing such heinous cruel acts, and beliefs and assumptions... you cannot get a public service job if you wear swastikas, are a gang member, support child-rape openly, support genocide openly, promote hate and defamation openly..but if you do all these things by being a 'Jew', by choice, then the potential employer would not DARE NOT give you the job, for fear of you having your mates destroy them as 'anti-semites'...

The TORAH does all the things just mentioned. And it is the ONLY commonly shared cultural artefact / link / belief system / heritage / idol / etc of those people calling THEMSELVES 'Jews'...it all reduces / derives from 'religious' books and rituals and practices and beliefs and customs and traditions. RELIGIOUS.

And the TORAH is the core of that religion. Impossible to deny. Absurd to deny. Read the TORAH folks. PLEASE.

People tend to 'define' themselves globally, for better or worse e.g someone who committed a crime is defined by their adversaries as a 'criminal'. Someone who did something good is defined as 'a good person', by their friends. Someone who 'survived' something is called a 'survivor' to give them a sense of strength. Someone who belongs to a group of people who have written myths in which they are the 'victims', can define THEMSELVES as a 'victim', even if they are the beneficiary of their hosts i.e live lives of absolute power, privilege, wealth, entitlement...

NOTE that 'beliefs' can be negative. i.e we can condition someone to 'doubt' particular 'types' of people and statements...e.g 'Historical revisionists' and '911 truthers' as 'neo nazi anti-semites and conspiracy theory nuts'.

So the Cults work at both ends. Conditioning their members and victims to believe things that are NOT true, and to rejecting, out of hand, without any consideration or giving anyone a chance to explain / convince/ enlighten / educate/ demonstrate / prove / document / elucidate, any belief or argument that IS compelling / self-evident / obviously true / demonstrable etc, which therefore the Cult does not WANT them to consider, with an open mind, EVER, AT ALL, for fear that the truth would destroy their Cult leader's power over their members,...and victims...

What about the meta-belief that 'I have no reason to review / re-consider / evaluate ANY of my current beliefs'? THAT is the ultimate Cult of Judah mind-fuck...no motive...who would go to the effort of evaluating and challenging and interrogating their own beliefs, if they are SURE, smugly complacent, that everything they believe, which is basically only what they've been told, is true...nothing but self-evident...or worse 'the revealed word of some god'!

One positive step is to offer people ALTERNATIVE beliefs which do NOT cost them anything, and can offer the same benefits...though of course most 'truth' does NOT entitle anyone to enslave any other sentient being, to rape them, steal their stuff, take their lands, kill them, rape their daughters, enslave them, tax them, tithe them, feel superior to them in some way, etc..so you can see the distinct disadvantage that 'the truth' faces vis a vis 'lies' and all 'Cult' beliefs, assumptions, dogmas etc

But Socrates and I still hope that by offering alternatives, which can satisfy the most valuable needs and wants of people, without cruelty or lies or slavery or exploitation, or propaganda, or war, or violence, of any kind, etc, we can replace the Cult beliefs and assumptions that are so malicious, dangerous, destructive, enslaving etc, with beliefs and assumptions, like my Optimal Ethics Generator,

which can generate peace, harmony, optimisation, goodwill, justice, fairness, equality, motivation, creativity, love, pleasure, satisfaction etc without some 'victim' bearing all the costs and burdens, so a few can enjoy extreme luxury and wealth that does NOT even make them that happy, if at all satisfied etc...

I am too conscientious to live a peaceful life, and prosper under the Cult of Judah occupation, which has steadily ramped up its control of YOUR nation, since 'The Fed' was founded, and Wilson, the 'Old Testament 'Christian' tricked the U.S into fighting for the Cult of Judahs 'Jew' World Order in WWI.

Some new insights just occurred to me, about 'Cultural' 'Jews' and their 'traditions' such as 'holidays'. They are much more sinister and malicious and dangerous than you and the 'emancipated / cultural Jews' probably think. More than I realised until now. After all the research and writing I did before making my strategic retreat, for fear of being used by the Cult itself to futher its world conquest ambitions (which as a conscientious person I could not allow), for fear of sacrificing EVERYTHING with zero chance of it yielding ANYONE ANY benefits (meaning that as a conscientious person, I could NOT act in that way), and because so few DESERVE the sacrifices I am making, and the risks I am taking, FOR them (just as I did NOT deserve the sacrifices made by former philosophers over the ages for ME)...But I am too conscientious to keep insights to myself, that might benefit Billions, and prevent massive suffering and misery and exploitation / slavery.

So here is my freshly 'revealed' insights. The supposedly 'harmless' and 'warm and fuzzy' and 'traditional' and 'family oriented' and thus 'acceptable' 'celebrations' / 'holidays' / 'festivals' of the 'Jews', such as 'Passover' and 'Purim', actually hide a very sinister and vicious meaning. Forgive me if I get the names wrong. I am trying NOT to think about that Cult any more...I have META things to do...to make that CULT's power base evaporate...and the CULT lose ALL its power...so work with me...fill in any blanks, correct any errors...

Purim 'celebrates' what NeoCons calls the 'legitimate policy of pre-emptive strikes', and which the Nuremberg trials defined as 'war crimes' of 'military aggression'. Purim celebrates the day the Cult of Judah operatives in Persia, convinced / manipulated / corrupted / blackmailed / persuaded / tricked / entranced the Persian King to murder their 'adversaries' throughout the Persian Empire.

This is basically what the Cult of Judah has been doing since at least WWI, in the West, in 'Modern' times. Getting Britain and the U.S to fight wars for it. To destroy Germany. To destroy Egypt (The U.S.S Liberty false flag). And any other 'opponents' of the Cult of Judah, and its 'Jew' World Order. Galilopoli was all about seizing Palestine for the Jews. Winston Churchill managed to override all the military specialists and advisors and top generals in getting that typical

Churchill fuck-up operation attempted. Like at Dunkirk, where Churchill sent an expeditionary force to invade Europe, Churchill's 'spin doctor Jewish biographers' 'spun' his total fuck-up into an 'achievement', simply by focusing on the withdrawal of troops after the devastating failure of his plans / operation... Yes, our ANZACS were fighting to take Palestine from the Turks, for the Jews. Later Wilson and Roosevelt did the same. Even Napoleon tried to do this, to solve the eternal 'Jewish problem'. He convened the Sanhedrin, who decided in favor of 'assimilation' rather than Zionism. They may have been genuinely 'emancipated' Jews who wanted to assimilate, or simply 'buying time' by lying. In any case the more powerful AskeNAZI jews of Russia seized control, and enforced their own Zionist agenda, and soon the 'agreement' Napoleaon, became worthless. Assimilation was rejected, and Zionist adopted, as the majority (a.k.a Bolshevik) policy of the 'Jews'.

So back to the 'feast of Purim' and 'Passover'. Those two 'harmless' traditions of the 'Jews'.

Now compare the Christian celebrations of 'Christ-Mas' and 'Easter', where they celebrate the supposed birth of a god-man who would bring peace and harmony and justice to this world, and his later resurrection and ascension to heaven. Nothing much to worry about here, in terms of role modelling, and what we are glorifying and recommending.

Now return to 'Passover'. We are told it is the celebration of the Jews 'emancipation' i.e freedom from slavery by the Egyptians. There is ZERO reason to believe the 'jews' were EVER enslaved by the Egyptians. Nor that they were ever THERE, in large numbers.

So what is this 'story', if not a ROLE MODEL for future Jewish behavior vis a vis their 'host' nations?

The Jews stole all the gold, silver, precious gems, expensive goods, and animals, that they could carry, when they 'left' Egypt. You'd expect a King to do something about this, and chase them down. Criminal theft.

Now they 'celebrate' that the angel of death 'passed-over' their own homes, and only murdered the first born sons of the Egyptians. Now are we looking at the first case of biological warfare? A role model for future actions by the Cult of Judah's members? What is there to celebrate in the mass murder of infants? Who killed them? Some angel of death? Or maybe some 'Jewish' terrorists? Biological warfare? Is THAT the sort of 'role model' we can AFFORD to allow to be reproduced, celebrated, glorified, every year, and treated as 'sacred' and 'admirable'?

And what about 'Purim'. The story is that the Cult of Judah 'KNEW' (just like it KNEW that the Naz's would gas and cremate 6 million Jews, long way back before WWI (when they KNEW that the Russian TZAR was PLANNING to kill 6 million Jews) that the adversaries / opponents / those unwilling to obey the Cult's leaders and serve the Cult of Judah, were planning to kill all the Cult's leaders and many of their followers, on a certain day.

They KNEW this for a FACT! Just like they KNEW that Sadam Hussein had weapons of mass destruction, and that Iraqi soldiers had taken babies out of incubators, thrown them on the ground, and stolen the Intensive care unit equipment, and that 'Germans cut off the hands of all the Belgian boys so they could never grow up to fight ...or that they KNEW that 'Islamic Hijackers carried out the 911 attacks' or that 'Oath Keepers carried out the Oklahoma City bombing, or that 'The Port Arthur massacre was carried out by a lone gunman' etc etc...they KNOW All this stuff...right? HOW do they know? Well like all the 'Religious' s tuff they KNOW...they make it up...THEY write the 'official histories' ... starting with 'The Torah'...In other words they just made up that story, to 'justify' pre-emptive murder of their potential future adversaries / opponenets / opposition/ those who would not 'serve the cult of judah' and 'be slaves' and 'obey' the Cult leaders...the Jews who KNOW their family members were gassed and cremated, do NOT know anything of the kind...they simply ACCEPT what they were told...like they ACCEPT the torah, and all its role models...

Any time a 'Jew' 'celebrates' Passover or Purim, what they are doing, whether they realise it or not, consciously or subconsciously, they are glorifying the political doctrine that the Nuremberg Trials called 'war crimes' and hung innocent Germans, military and industrial alike, for...the crime of 'aggressive military action' a.k.a 'pre-emptive strikes', which the occupied Jew.S.A is now infamous for...and which the Cult of Judah intends 'honoring' with future invasions and attacks on those who will not accept / obey / bow down to /serve , its plans for a 'Jew' World order....And they are celebrating / honoring the idea of killing the children of their host nations...

You can watch that video of that Torah-ist Rabbi where he calmly explains how the Jews MUST commit genocide against ALL germans, French, Italians, Americans et al...must 'kill every man, woman, child, and their animals'...Just in case you think all the 'bad old days of the Torah' are behind the 'Jews'...that they are truly 'emancipated' and 'assimilated' ...and no longer the threat they made themselves, by deciding THEY had the right to commit genocide, and to enslave all non-Jews, and install a one world government of the 'jews', for the 'jews', at whatever cost to the Jews, and the rest of us, necessary to ensure this, 'GODS' will, be done / realised / carried out / manifested.

So take care. The 'harmless' and 'nice' celebrations and festivities and holidays of the 'Jews' are really potent symbols and reproductions of the most cruel, vicious, unethical, immoral, destructive, and insane ideology ever conceived by a depraved human mind...that called 'Semitism' and 'The Torah' and 'The religions of the book'...what we call 'Judaism', and Christianity, and Islam.

Please wake up. Or fall into a deep sleep so you won't feel the pain of what's coming, and won't be of any use as slaves to your Cult of Judah masters.

Better still, remove all the bases of their power, by adopting ethical principles and behaviors, habits, etc...act according to my Optimal ethics generator, and go META with me...the Cult of Judah would evaporate, into thin air, like all the Religions of the book, all the other 'religions' / cults...and true spiritualism would rule this world...

The truth is, unless you are willing and able to do this, it doesn't really matter which masters we have, what their 'beliefs'...it will make no difference...same shit with different language...so please join me and go META...get above all this shitty dogma / religion...free your mind...and the rest will follow....

How to get people to 'abandon' such 'customs' when their true history / nature / intention is so horrific i.e originally 'established' as 'traditions' and then reproduced, as role models / political strategy idea-directions-meta guides...?

Do most people have some 'experience' of having 'changed' and 'dropped' a belief? E.g Santa Claus? Can anchor that experience, 'borrow' all its representations in all their sub-modalities, and overlay / squash together with current 'hard to trash / escape / abandon / change beliefs'?

Can we change / trash / escape beliefs a little at a time? i.e start with peripheral, as most people have i.e most 'Christians' do NOT continue the original / imposed dogmatic customs, rules, behaviours, rites e.g non-fundamentalists...'lapsed' catholics, catholics who use contraception, etc...i.e slow erosion of power of Cult core...but they've replace power base with new dogmas and forms e.g 'holocaust' and '911' and Oklahoma city bombing, 'terrorism' etc...global warming ...

I can contribute more if I remain 'out' of prison, than by allowing myself to be imprisoned...at least for now...I would not be free to research, write, or publish, in prison...so I need to change my short term tactics and re-strategize...avoid public interaction / prison...for now...

Trying to see some possible 'positive intention' in other's actions can help when negotiating, to 'see things from their p.o.V' and avoiding becoming overwhelmed with frustration with their stupidity, pigheadedness, and sheer

malice...though don't 'assume' it as dogma...remain skeptical...in this case of your OWN interpretation of their motives / and your own 'wisdom' i.e look to learn from them...offer chance to demonstrate good will, and 'explain' their actions / beliefs, in case they are compelling / valid / legitimate...or at least give you points at which to break down their system, offer alternatives, show where they've gone wrong at each point in their 'deduction' and 'analysis' and 'assumptions' etc...

Religion / Cult indoctrination, FRAMES everything else...it is a FILTER and DISTORTER ... so almost impossible to 'get to' a person...their 'IMMUNITY' to reason / alternative ways of seeing and experiencing their world has been severely limited / conditioned ... scripted literally...by dogma...'the law'...the 'written law' , the 'written definitions', the fixed idols...idolized dogma / lies / myths / stories / role models...

If approach incrementally, stymied at start...resistance to most basic assumptions being challenged...e.g god, heaven, hell, intercession bypriests...fear...so how to do it 'slowly'? especially if it is a CRIME to challenge the orthodoxy / dogma / idols / assumptions as they are 'LAW' i.e myths whose currency and obedience area enforced by state violence...

And ultimate question of 'WHY' should they bother? To go through the effort...emotionally challenging at minimum...and could cost them everything...isn't it 'better' for them just to 'go along to get along' e.g mitlaufen i.e lauf mit? If you cannot explain WHY i.e what motive / cost involved in NOT challenging the hegemonic dogma / propaganda, why would they even Consider it? What is it to THEM that their grand parent's entire generation are wrongfully defamed / slandered / convicted of genocide...if they can NOT see the bigger picture, because the smaller picture / details are blocking their view...I cannot explain what is so DANGEROUS about the holocaust denial laws, and this lie being enforced, because to do so I'd have to break that law, and be labelled a bad person, with bad motives, and then why would you even listen to me at all?

So fucking enjoy being muredred, enslaved, watching your children murdered, being enslaved...fucker...lazy fucking gutless fucking selfish smug complacent fuckers...whaty is it to ME?

And consider the notion of 'identity' being so intricately bound up in our beliefs...e.g 'I am a Jew'...'share beliefs' define the 'community' of 'Jews' around the world...and exactly WHAT beliefs? ... I think you'd best get informed...fucking ignorant fucker...don't YOU? Or do people spend decades in jail for the fucking FUN of it?

So WHAT is an identity, but a set of 'shared beliefs' i.e unless your identity is 'iconoclast philosopher'...metaphor like me...you probably have an identity as

‘race’ or ‘nationality’ or ‘religion’, etc...if YOU change your beliefs, it will mean HAVING to abandon an identity...one that maybe brought you comfort as ‘a superior ‘race’ or ‘chosen people’ or a ‘shared destiny’ including a ‘rapture’ and ‘ascension’ and after life shared by similar fuckers like yourself...imagine going from ‘I’m a member of the chosen people, with the right to enslave, rape, murder, and steal from, 99% of the ‘humans’ ? on this planet, who are not REALLY human at all...etc...what a loss hey!...all those ‘benefits’ of simply ‘affiliating’ and ‘identifying’...and shit, if anyone OFFENDS your sensitive sense of superiority and exceptionalism, just have them fucking thrown in jail until they realises the ‘error’ of their ways, and become more obedient, and worshipful of the ground you shit on...

Identity key to why being put in prison for a real ‘crime’ and being locked up for telling the truth, and trying to help others, is a different thing on some levels...different experience...for better or worse...one ‘deserves’ it and can ‘accept’ it, even ‘benefit’ from it as ‘paying’ for their crimes, so they can feel they are gaining their innocence back, with each year of ‘punishment’...while truth seeker / prisoner of conscience (now tell me how Amnesty have NOT blown their ‘controlled’ cover by NOT defending / seeking justice for the thought criminals in Germany etc...? bit of a fucking give away / tell? Don’t you think...like Assange not wanting to reveal ANYTHING sensitive about Israel or jews...hey? Maybe? No? go back to sleep fucker...

Dieing like Socrates for truth and justice, and higher principles, is a different experience to being beheaded for being a rich fucker while others are starving...it is an identity thing...I’d hate to go to prison for any reason, but I’d feel at least morally intact if it is for trying to save YOU and YOURs from the cult of Judah, including the ‘jews’ who are about to be thrown under the bus by their ‘cult leaders’ and ‘affiliates’...it may start with a ‘bombshell leak’ about the holocaust, to build up a massive flood of indignation / anger against the ‘local’ jews...would NOT surprise me AT ALL...I am SO wary of being used by their games...their GAME is such a complex, high level game, it would boggle your mind...and it can NOT be anticipated...only responded to with a totally enlightened mind about the possible motives of each action, such as supporting Hilter to the tune of billions, to ensure he could militarise, and would invade Poland and Russia...oh the GAME these cult players have...just so intricate...second guessing them is pure speculation...and when they DO throw the jews under the bus, it will be for THE cult leaders’ own gain...they WILL gain...and who would listen to me, to avoid becoming a tool of the Cult...unwittingly aiding

Oh that fuck Trump...I am an ‘accomplice’? The guy who is the Cult’s accomplice to WWII? I commit fictional holocausts by denying fictional holocausts? Why YOU, fucking fully paid up Cult Golem, Billions in debt to the

Cult, are about to have Billions murdered and /or enslaved? And I am the accomplice here? Fuck you, you fucking Golem ...

Being META, I need to awake you to beliefs ABOUT your beliefs...I WHY THE BELIEF IN THE HOLOCAUST PROPAGAND AND 911 LIES IS SO KEY TO THE CULT OF JUDAH'S POLITICAL STRATEGY FOR WORLD DOMINATION...ENSLAVING YOU AND YOURS...OR MURDERING THOSE WHO WON'T SUBMIT...

My aim is to replace the benefits you now enjoy from your current erroneous belief systems, with benefits from an ethical, honest, 'correspondence based' non-belief system i.e zen Humean Sketpicism...see my TROONATNOOR books..

How do you challenge cults, like Judaism, Islam, Christianity, all Cult of Judah spin-offs, when they define, as the HIGHEST good, the most absurd, childish 'naivity' and 'beleiving with ZERO evidence' what they've been told... a GOOD Christian / muslim / jew is one who takes what they aare told by some old men on blind faith...literally...the WORST behavior / model of behavior you could ask for...just believing what you are TOLD by someone...idiocy defined as 'the highest good' and 'what god demands'...and the WORST person is one who does NOT believe, i.e the 'infidel' the 'faith-less', the skeptic, the scientific mind, the philosopher...who asks questions, and insists on answers, before 'taking an idea seriously' and 'entertaining it at the level of using it as the fundamental assumption underlying all of their identity, beliefs, assumptions, behaviours etc...'they said it first' so my 'argument' can be dismissed, right? They said 'believing without any evidence, is the HIGHEST good and most admirable, intelligent, reasonable, ethical, moral position to take...before I said it was the highest stupidity / absurdity / naivie / idiocy...so they are right, right? I mean, god CLEARLY wants you to take his existence on faith, otherwise he'd appear before / to all of us, individually, and in groups, right? How is THAT for a circular argument? I am SURE that MOST OF YOU would accept it if your 'leaders' offered it...in fact you HAVE accepted it...haven't you...it is called 'religion' and 'faith' and 'true believer'...and I am the evil, stupid idiot who cannot accept this 'specious sophistry pretending to be a 'compelling argument' right?

An OPEN mind ENTERTAINS the ideas offered...but never BELIEVES anything beyond what is heuristic and practical. There is no reason to 'act as if gods exist' but there IS good reason to 'act as if gravity exists'.. Though it may stop us from flying, who can say?

An Open mind is open to both believing and rejecting what is offered to is as 'potential truth'. It can ENTERTAIN competing beliefs / views offered to it,or which its own experience suggests to it..without NEEDING to collapse the

probability waveform into a discrete binary decision i.e yes or no. We don't need to 'invest' emotionally in any belief. We can entertain it. Playfully. Practically. Heuristically. WE have ZERO need for dogma / certainty. There is on certainty. Faking it only means we are vulnerable to any old superstition and cleverly presented persuasion / manipulation.

'Law of requisite variety'? Basically pinge and purge is the basis of the 'success' of evolution...despite its 99% failure rate i.e of species that have gone extinct...they were mostly 'bridges' to other species...and binge and purge means you binge on potential 'winners'...and only at least one needs to BE a winner...you have the luxury of waste...evolution is very wasteful...that is its power and secret...it needs NOT plan or intention...no planner or 'creator'...the more potential 'solutions' you have, even when up to now only ONE solution was needed, and it worked, the greater your survival odds..for things change...and that one solution may fail...by having MORE options...and open mind that entertains a whole lot of possible 'solutions' i.e 'answers' to questions...you increase your chances of finding better alternatives to what 'already works', and to having options open to you when things change.

A healthy MIND should be like a healthy IMMUNE system. What do I mean? Well in a healthy person, only around HALF the immune systems operational forces are 'pre-programmed' i.e 'prejudiced / dogmatic / fixed / idolized' to identify certain pathogens / viruses. The other half 'has an open mind' about what MIGHT be dangerous, and what might be harmless...this is the half capable of 'LEARNING' something NEW...such a great analogy...as above so below...as at the macro, so at the micro...the 'pre-programmed' immune system forces can act quickly, like the 'knee-jerk reaction' when you hear 'Tiger'. But if the entire forces were PRE-programmed, they would not be able to LEARN to identify NEW viruses and pathogens that have evolved, or moved into the neighbourhood...People with AIDS have an immune system with a relative 'closed mind', and lots of prejudices / assumptions / beliefs firmly fixed in place...80% of the immune system forces are pre-programmed...conditioned...socialized ... trained...educated...indoctrinated...only 20% are 'open minded' and 'capable of learning something NEW, and abandoning old definitions of what is 'dangerous' and a 'threat' and 'toxic'...and identifying NEW threats...and producing NEW definitions...

That old fallacy of 'If you don't believe SOME thing, you will fall for ANY thing', is pure Torah-Speak. For you have ALREADY FALLEN FOR ANY THING...TOTAL JUNK...TOXIC PATHOGENIC DOGMA...the REAL wise saying would be 'Don't believe anything, or you are bound to end up falling for something stupid ...there is no NEED to believe ANYthing at all. Not dogmatically. Not 'unconditionally'. Taking things 'on faith' is simply

believing any old garbage any old swindler tells you...More Torah-speak..FAITH...what a concept...stupidity? Naivety? Foolishness? So many more aptly descriptive words for what 'Faith' refers to ...believing something so limiting and enslaving and destructive, just because someone said it to you , and others wrote it in books...

Adaptation is NOT a verb...a sentient being can Adapt something existing to one of its own purposes...but evolution does NOT do this...the adaptability of nature is that it binges on possibilities, randomly...and those that ARE adapted, survive and reproduce...Evolution does not give animals wings TO fly...the concept WING came AFTER flying occurred...some sort of gliding most likely...and possibly during a time of much lower 'gravitational' force..(electromagnetic attraction to the earth)...I explain myself fully in my other books...

Those people who appear to have a natural immunity to the HIV virus, and never get full blown AIDS, or who survive despite it, are those whose immune forces are 'open minded' and NOT pre-programmed. Because what worked in the past and what was a 'problem' in the past, is NOT guaranteed to work in the future, or even be a problem in the future...HUME is the master of his trade...Humean Uniformities the ultimate concept...read my T books for details...

Someone who ALREADY KNOWS is NOT actively LEARNING...not open to new ways of defining and experiencing and reacting to the world around it...that it is in...thus it can NOT adapt to changing circumstances...like Jesus speaking about 'the LAW', the 'written word' as 'an idol of stone and wood', a dead thing, compared to 'the living word' he was teaching...the NEW , REVISED, improved, more appropriate, more optimal set of ideas / beliefs...an immune system that thinks it KNOWS everything already, and has set aside such a low proportion of its resources to LEARNING and CHALLENGING its own beliefs, fails to destroy the pathogens, and the wildly out of control cell reproduction we call 'cancer'...

The same of course applies to cultures, nations, societies, even epochs. YOU have been lead down the path of KNOWING and BEING...FIXED entiteis...Discrete binary systems. Yes / No. Good /Bad. Right/ Wrong. Dogma/heresy. Holocausts / Deniers. Believers / conspiracy theory nuts.

What it seemed 'reasonable' to 'believe' a few thousand years ago, is very different from what it is 'reasonable' to believe today. And yet most people still believe it. The same old Cult propaganda. 'Jews' as 'chosen people' and 'victims' of all the 'haters', with a destiny to enslave the entire world to its will...Roosevelt and Wilson and Churchill believed all this bunk. As do Billions of people alive today, in the 21st century....They still believe any bullshit they are told, no matter how absurd, just because some 'authority' said so, and

because ‘everyone else seems to believe it’ and ‘its official’ and ‘that lady / man I like so much on the news says its true’...etc etc...Homo Fideo. Hopeless case?

The STRENGTH of your immune system is not how many ‘fighters’ there are trained to destroy ‘X’, but how many fighters there are with ‘open minds’ curiously suspecting EVERY possible intruder as a ‘threat’, and never pre-judging anything as harmless OR dangerous...in either case we get auto-immune diseases / illnesses...or simply ‘lax’ systems that let any old virus in...either way...deadly for your organism...your ‘host body’ your ‘experience engine’ on this plane...it is about flexibility of response, and NOT ‘strength’ of response...you can have the best military in the world, but if you target the wrong ‘threats’ and ‘enemies’, it will do YOU more harm than good...targeting your potential ALLIES, in the name of ‘self-defence’ is absurd...and fighting OTHER nations wars for them really makes you, no matter how strong YOU are, THEIR bitch...

Sadly, rather than teach people what ‘compelling beliefs’ are, we train people to ‘justify’ and ‘legitimate’ and ‘validate’ and ‘support’ and ‘protect’ and ‘defend’ really absurd, harmful, dangerous, destructive, limiting, beliefs, about their SELVES, and the world, and about people like ME in particular...instead of making people ‘immune’ to specious sophistry, we do the opposite, and make them immune to compelling argument, to logic, to reason...and then the Cult masters ‘Torah-speak’ it all / twisting and spinning everything, so we end up like Alice in Wonderland, where everything is what it does NOT appear to be, and everything that Appears to be something, is NOT that...all logic twisted and distorted...until in utter dismay and bewilderment at the stupidity of EVERYONE ELSE, even the ‘best’ of minds decide to call it quits, and just ‘lauf mit’, become a mitlaufer...hey, you are holding up as many fingers as YOU think you are...or as many as ‘the authorities’ claim...and the ‘history’ books ‘document’....fuck yeh...enjoy your slavery you lazy cowardly selfish fucks...

Any time YOU decide to spin / distort / twist / deny the truth, because it seems to be inconvenient to you, and especiall when it appears to threaten some ill-gotten, windfall, undeserved, unfairly claimed benefits, YOU reproduce and reinforce the ‘way of being and seeing’ that will be used to ENSLAVE YOU...and justify YOUR murder if you will not submit to the Cult of Judah, or if it has no USE for you...

All the ‘frame’ stuff NLP goes on about is basically about ‘opening your mind’ so you are WILLING to ‘suspend judgement’ and ‘suspend disbelief’ and ‘challenge YOUR OWN beliefs, and have them challenged by people like me...and by the objective sensory lowest level of abstraction ‘impressions’ that the ‘outside’ is trying to make on your mind...if you are NOT able or willing to challenge EVERYTHING you think you believe, then you are doomed...and

nothing I could ever do would SAVE you from your SELF...and those taking advantage of your NATURE...to realise their own selfish ends...just like you would, if you realised the way to power in this plane...which on some level you do..but you've just never spent 3000 years working on the realisation of ONE plan...nor had the tools and discipline to see it through...the Cult of Judah HAS...they OWN you...literally...and EVERYTHING on this plane...or will do, very soon, if you do NOT open your mind to what people like me are trying to explain to you...no tricks...no ulterior motives...you don't even deserve this effort...but I cannot free myself without freeing all of you...won't work...this I am heuristically convinced of...but of course always open to being 'corrected' and revised...

ALL 'RELIGIOUS PERSECUTION' IS COMMITTED BY RELIGIOUS PEOPLE, MOTIVATED BY RELIGIOUS BELIEFS AND 'FAITH'...NOT BY ZEN HUMEAN SKEPTICS...OF COURSE THE CULT LEADERS DEFINE ME ATTEMPTING TO FREE / EMANCIPATE THEIR SLAVES FROM THEIR SLAVERY AS 'PERSECUTION'...BUT THE ONLY ONES WHO RISK LOSING ANYTHING ARE THE CULT LEADERS, NOT THEIR SLAVES...

IF RELIGIOUS PEOPLE ARE 'WELL INTENDED' THEN LET THEM SHOW THEIR GOODWILL BY ALLOWING OPEN DISCUSSION OF THE FACTS RELATING TO THEIR BELIEFS...IF THE ROAD TO HELL IS PAVED WITH GOOD INTENTIONS...IT IS BECAUSE THE MAIN PRIORITY OF ANYONE CLAIMING TO HAVE 'GOOD INTENTIONS' IS TO 'KNOW THYSELF' AND TO 'INTERROGATE THEIR OWN BELIEFS, BEFORE TRYING TO FORCE THEM ON OTHERS...THEY MUST BE CONSCIENTIOUS FIRST, IN EVALUATING THEIR OWN BELIEFS...

IF YOU BELIEVE YOUR LIES ARE NOBLE, ?...THEN FIRST STEP IS TO MAKE A HUGE FUCKING EFFORT IN LOOKING FOR MORE OPTIMAL EFFICACIOUS 'NOBLE LIES'...IF YOU ARE GOING TO DELIBERATELY MISLEAD PEOPLE, AND DENY THEM INFORMED CONSENT, YOU HAVE THE MASSIVE RESPONSIBILITY ON YOUR SHOULDERS, AND IF YOU ARE TAKING IT SERIOUSLY, YOU WILL BE WORKING HARDEST OF ALL AT CRITICISING / ANALYSING / EVALUATING YOUR LIES...BUT IN REALITY...THEY ARE SELF SERVING..THAT IS STEP ONE...TO GIVE UP BENEFITS GAINED AT A COST TO OTHER SENTIENT BEINGS...

FRAMING and RE-FRAMING (spinning the truth when it finally becomes impossible to deny) is what Public relations, advertising, propaganda, mass media, religion, and the mother of all these things, The CULT OF JUDAH, is all

about...making you IMMUNE to any attempt to bring you genuine, authentic, scientific, compelling, data, arguments, and information.

YOUR beliefs were implanted in you from birth. Do you think OTHER PEOPLE always have the best intentions? And if they do, are they always so well informed about history, and what is happening right now, and what combining an awareness of both of these would lead you to reasonably predict is coming?

Pattern recognition, even with the most gifted / talented genius for pattern recognition, what we call 'performance IQ, is only as good as the data you feed into the intelligence, the program, the system, the 'black box'.

If you feed it lies, deception, propaganda, distortions, deletions, generalisations, high level of abstraction beliefs with zero foundation in any lower level of abstraction 'sensory impressions' and 'unbiased / direct feedback from the environment, you get very destructive, misleading, dangerous output out of it.

Junk in, junk out.

Also, the question of 'completeness' arises. The truth, the whole truth, and nothing but the truth. The WHOLE truth is a very different beast to 'partial truths'...often it is what is NOT said...what they do NOT say...what they do NOT tell you, that is the all important piece of information that would allow you to make reasoned decisions about what to believe...this is where CENSORSHIP gives the Cult of Judah so much power. They have literally made it a criminal offence to tell YOU the truth about the most important things the Cult of Judah benefit from..the lies that form the basis of THEIR power OVER YOU and your nations...the lies and deceptions and 'EXCEPTIONS' i.e 'information WITHHELD from you that allowed them to 'occupy' your nations, and to enlarge their operations outward from the central offices of government, right out to every part of your existence, your most intimate areas of life...THEY know EVERYTHING about YOU, at the same time as they prevent you knowing ANYTHING about THEM...and what they are doing, why, and to what end...unless of course you read the Torah, after FIRST stepping outside of the conventional FRAME that the TORAH is FRAMED by...that of 'the revealed word of god' and 'respect' and 'awe' and 'fear' of that invented God...in other words, you must read the TORAH / Old Testament as a Zen Humean Skeptic...just play that role...suspend your other roles / definitions / assumptions...ENTERTAIN the idea that the TORAH is just a book, written by a Cult Priesthood, with very selfish motives...for THAT is the TRUTH my friends...and if you can NOT ENTERTAIN this belief even long enough to read one book with an open mind, free of prejudices and assumptions, there is really NO hope for you, or us, on this plane.

In which case I need to be working on my own escape / emancipation from this plane...which of course actually trying to save you forms a large part of...for it is the lesson to learn here...and the means to the ends of self-salvation...the desire and actions of helping others save themselves...like they do in the higher planes...where I hope to meet you one day, when you join me there. Or do you WANT to come back to this shitty plane? Well if you love it so much, you WILL end up back here, until you learn your lessons. A sort of real hell. Purgatory. Karmic classroom.

We CAN validate the positive intentions parents have when FORCING their own beliefs upon their children...as some intended positive legacy...and we CAN validate the positive side of 'traditions' and 'holidays' and 'festivals', even of a religious nature...THAT is in fact the 'spin' given by the Cult of Judah to its own 'Jewish' festivals, religious holidays, cultural practices / rituals, and so on. But you need to really look at the TRUE meanings of these holidays / festivals / cultural artefacts, in the CONTEXT from which they emerged...the context that PRODUCED them and gives them their FULL meaning...horrific meaning...genocide...slavery...repeated rape...theft...deception...the declaration of war on humanity...which the Cult does NOT define as even HUMAN at all...

All the positive intentions of parents, and even some Rabbi's and priests and Imans, can be achieved by OTHER more HONEST and TRUTHFUL and constructive and productive means...no lies, no matter how 'noble' they are INTENDED by these people, are required, to achieve the positive intended ends of those people employing CULT beliefs / rituals / artefacts/ cultural practices..there are alternatives...superior alternatives, which you cult masters do everything within their massive hegemonic power to ensure you NEVER ENTERTAIN...or even hear about, without the reference being made in a very negative, often demonic, context...Your Cult masters operate from within your own living rooms and smart phones, to ensure YOU never ENTERTAIN alternative beliefs...to ensure YOU become IMMUNE to logic, reason, 'outside influences', and even the impressions formed by your own senses of sight, hearing, taste, smell, and touch. They will have you 'believing' they are holding up however many fingers they want you to believe...they will have you eating shit, and exclaiming how lovely it tastes, and smells, and feels...they have done this already...and they are ramping up all their efforts, as they can smell victory...they can taste it...they can almost touch it...it is just beyond their reach...soon they will take the last steps, and you will see what THEY intended all along...well, actually you WONT see ... you will only 'see' what they WANT you to see...you will NEVER realise what REALLY happened...you will be fed some more propaganda, some more dogma, some more '911' type 'official explanations' and 'Holocaust' type 'justifications'...more 'WOMAD' and 'babies taken out of incubators and left to die on the floor' and 'ASSada

chemical weapons attacks' and 'white helmets are good guys' and constitutionalists are evil and gun lobbyists are evil and I am evil, and historical correctionists are evil and the Cult of Judah / 'Jews' are your savior...they saved you from whatever illusion they created in their mass media, and via their false flags and faked shootings... you will NOT know what REALLY happened, even as it is happening...it won't 'look' like what it is, and what it is, it won't look like...just like Alice in Wonderland, and 1984...things will NOT be what they appear to be, and they will appear to be what they are NOT...the 'enemy' will be your real ally, and you will go about murdering your true allies, having been given to believe, and made to believe, that they are your enemy...you will put ME in prison, while rewarding and serving the criminals who are enslaving you, and will murder any of you who will not serve them...THAT is life on this plane right now....totally controlled...perception management...impression management...social reality constructed...artificial sensory impressions...censorship...propaganda...total hegemonic domination of this plane by the Cult of Judah, with its full spectrum domination of all mass media, including the 'controlled opposition' you think are on YOUR side...like Alex Jones et al...see all my books and videos .for details...you can still find them using DuckDuckGo, and maybe for a time even Google...if you make the tiniest bit of effort..

I spent decades researching and writing these books and guides, so I think asking you to spend a few days reading them isn't too much to ask...

Always remember that the 'official' interpretation' and 'belief' is just one of many possible, often competing, and conflicting, interpretations and beliefs. If you are too lazy and smug and complacent that 'you are right', and everyone else is wrong, who does not agree with you', and if you believe that you SHOULD simply form your beliefs based on what you are TOLD to believe, by some 'authority', then really, you are IMMUNE to any reason, logic, compelling arguments, statistics, documented evidence, and true eyewitness testimony, that I could offer you...I love you sure, but FUCK YOU, you can NOT comprehend how frustrating it is to TRY to help people like YOU...you do NOT deserve it, based on your actions...and if you HAD free will, I could abandon you to your deserved fates / karma...and maybe this IS karma, teaching you ...and I have no right try to protect you from your lessons...but we are ALL in the same boat...all guilty...all imperfect...NONE of us DESERVES salvation, based on our past actions, and selfish impulses...BUT we have NO free will...It is just chance that some of us 'learned' something faster than the rest of you...and are able to share it...based on my past actions, and some of my selfish impulses, I don't deserve this salvation any more than you do...apart from the fact that I HAVE sacrificed, sweated, bled, worked, and taken more risks than YOU, to attain it...and to SHARE it with you...

So we are all in the same boat. I cannot live free among slaves, especially those who want to enslave me. I cannot be generous with people who will only take advantage of that generosity, and never reciprocate, either to me, or to others, what was given them...that leads to simple slavery...it is a form of slavery to knowingly give to selfish people who won't reciprocate...I am too conscientious to die that way, and give up all the freedoms I require in order to carry out my work...and to help myself and you gain emancipation from this plane's slavery...and thus this plane, as we know it...I could go to prison, but then I wouldn't be able to continue my work...I might 'make a name for myself' but I'd not be able to research and write...and seek strategies...let alone attempt to employ them...And there is always the chance that the Cult of Judah uses me as a tool, in some way...I could never trust that anyone who offered to help or work with me was not knowingly or unwittingly serving the Cult of Judah's agenda...they NEED 'enemies' and 'anti-semites' and 'pogroms' and 'racists' and 'white supremacists' to help convince the 'Jews' and the general public of their total brain fuck propaganda ... to justify the martial laws, the regulations, the censorship, the crack-down on genuinely alternative / independent media / researchers, writers etc...IF someone is offering YOU money, or resources, and especially weapons, and promoting the idea that violence can achieve anything we are trying to achieve, then suspect them immediately of either being naïve and ignorant and thus not a worthy colleague to trust in, or a fully paid up, deliberate operative of the Cult of Judah, trying to trick you into doing EXACTLY what the Cult of Judah WANTS you to do...but don't worry, because there are NOT enough people even willing to fight for their freedoms / liberty / truth, the cult of Judah will continue with their own false flag attacks like U.S.S Liberty, 911, Oklahoma City, Port Arthur, and fake attacks like Sandy Hook.

Always ask yourself 'what assumptions am I making / have I made, that I am NOT aware of...and what alternative assumptions is it POSSIBLE to make, that I have overlooked, and not entertained? What possible DIFFERENT interpretations of the 'data' might it be possible to make, and thus DIFFERENT conclusions to come to? Etc etc...

Please fucking read my books...and fucking with an open mind...you do NOT fucking KNOW anything...and what you ASSUME is so fucking far from any 'convergence' or 'correspondence' that I am fucking at my words end...pardon my fucking French...but the words 'holocaust denial' and '911 conspiracy theorist' are much MORE offensive to any decent, reasonable, informed human being, than any FUCKING expletive...THEY are the REAL expletives...not FUCK...

Expanding your frame to include more and more 'others', ideally ALL sentient beings, will make most of your old frames, and the beliefs they make seem

‘reasonable’ and ‘ethical’ and even ‘in your own self-interest’, seem absurd / ridiculous / horrific / stupid/ immoral / insane / irrational / unreasonable etc

The same goes with you expand your frames in terms of time. What ‘immediacy’ frames as ‘good and desirable’ will look like insanity, when framed in the context of ‘the long term’, let alone ‘eternity’. What might be satisfying in the immediate short term, often has consequences in the longer term that more than justify ‘sacrificing’ the satisfaction of impulses...and a ‘sacrifice’ or ‘disciplining’ of impulses can often be satisfying in themselves, as ‘investments’ with expected future payoffs...where anticipation is often more satisfying than the actual experience / payoff anticipated...and again vice versa, sometimes framing the long term will lead you to take risks in the now...for if you do NOT enjoy that offered gift of love / erotic satisfaction / sex / view / coffee break / holiday / purchase etc that life is offering you, you may end up NEVER accepting ANY offers, and that ‘future preference’ can lead to you finding yourself IN that future, regretting all the ‘opportunities you missed’, because you were TOO focused on the future, and ‘playing it safe’ etc...all in my books...

Your assumptions about ‘the future’ can lead you to NEVER actually live ‘in the now’...and thus never LIVE at all.. saving for a rainy day may just lead to you dieing on that rainy day, never to have enjoyed the fruits of your labors...though future preference can make anticipated joys at least as satisfying as the actual real enjoyments those ‘preset preference’ people enjoy, and which lead to them living as debt slaves...ENTERTAIN all options...then seek balance...moderation in all things...it takes MORE discipline to lose control now and then, than to maintain strict control...you MUST allow Dionysous into your town now and then...but you can’t let him REIGN ... you cannot afford to live a life of drunken orgies, but if you never let your hair down, and enjoy the occupation, spontaneous drunken orgy, or random sex, or adventure, or just getting drunk watching t.v, when the moment seems right , you are insulting life, and making your own life much less than it could be...there ARE ways to moderate...to ensure you moderate...ways to ‘more safely ‘let go’...and if you do not PLAN for these in advance, you will end up paying a much higher price for your satisfactions than otherwise...and maybe too high a price...my books are all about all of this...fucking read them ...

Conclusion

This first volume of *Sleight of Mouth* has focused on the 'magic of language', and the power of words to shape our perceptions and attitude about our own behavior and the world around us. Building from the principle that *the map is not the territory*, we have explored the impact that language has upon our experience, and upon the generalizations and beliefs (both limiting and empowering) that we derive from our experience. We have examined the ways in which certain types and patterns of words are able to frame and 'reframe' our perceptions, either expanding or limiting the choices we perceive as available to us.

We have also made an in depth analysis of the linguistic structure of beliefs, and have established that *limiting beliefs* are those which frame our experience in terms of *problems*, *failure* and *impossibility*. When such beliefs become the primary framework around which we construct our models of the world, they can bring about a sense of hopelessness, helplessness or worthlessness with respect to our lives and actions. In this regard, the goal of applying the Sleight of Mouth patterns is to help people shift attention from:

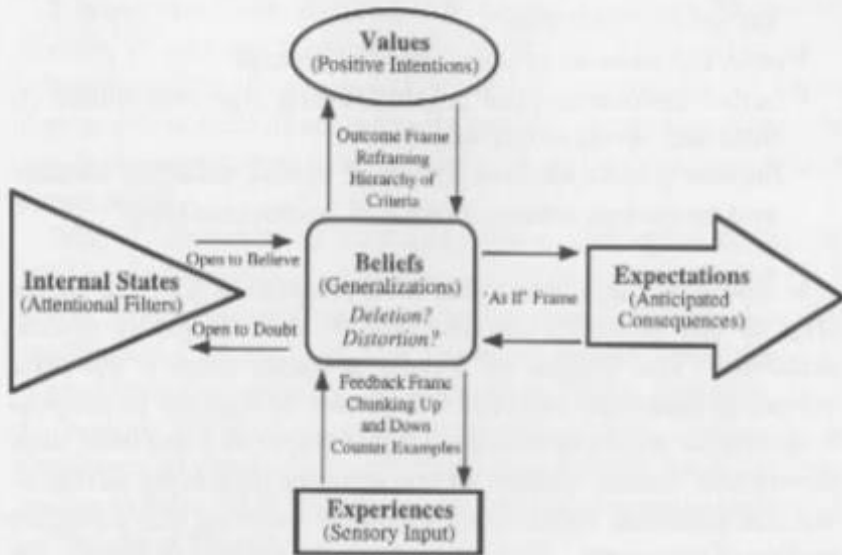
- 1) a '*problem*' frame to an '*outcome*' frame
- 2) a '*failure*' frame to a '*feedback*' frame
- 3) an '*impossibility*' frame to an '*as if*' frame

The Sleight of Mouth patterns are comprised of fourteen distinct verbal 'reframing' patterns. The purpose of these patterns is to reconnect our generalizations and mental models of the world to our experience and the other aspects forming the 'meta structure' of our beliefs: internal states, expectations and values. The book has provided specific definitions and examples of each pattern, and of how the patterns may be used together as a system. The patterns may be applied in order to accomplish such outcomes as reframing criticism, leveraging hierar-

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chies of criteria to build motivation, strengthening empowering beliefs by acting 'as if', and becoming more 'open to doubt' limiting beliefs by finding new and more enriching perspectives.



Sleight of Mouth Patterns Help Us to Update Our Beliefs by Reconnecting Them to Experiences, Values, Expectations and Internal States

The fundamental strategy that we have followed for using Sleight of Mouth patterns involves, first, identifying the positive intentions behind limiting beliefs and the values that drive them, and then finding other more appropriate and useful ways of satisfying those positive intentions. The various Sleight of Mouth patterns help us to do this by prompting us to:

- 'repunctuate' and 'rechunk' our perceptions
- identify and appreciate different perspectives and alternative models of the world
- discover the internal strategies by which we assess 'reality', and through which we form and update our beliefs

- explore the ways in which we build the mental maps by which we form expectations, determine cause, and give meaning to our experience of the world around us
- recognize the influence of our internal states on our beliefs and attitudes
- pace the natural process of belief change
- better understand the impact of language and beliefs on different levels of our experience
- become more aware of potential verbal 'thought viruses' and unspoken assumptions and presuppositions

In many respects, what this book presents is just the beginning of the potential applications of the Sleight of Mouth patterns. The Sleight of Mouth patterns form a powerful system of language patterns which can be applied to produce deep and far reaching changes. These patterns have been used throughout human history as the primary means for stimulating and directing social change and for evolving our collective models of the world. The next volume of Sleight of Mouth, for instance, will examine how historical figures (such as Socrates, Jesus, Lincoln, Gandhi, Einstein, and others) have applied Sleight of Mouth patterns to shape the religious, scientific, political and philosophical systems which form our modern world. It will explore how these individuals sought to address and 'outframe' the thought viruses behind racism, violence, economic and political oppression, etc.

Volume II of Sleight of Mouth will also define fundamental strategies for using groups and sequences of Sleight of Mouth patterns, and explore the structure of the belief or 'convincer' strategies by which we form and assess belief systems (such as George Polya's *patterns of plausible inference*). It will also cover how the principles, distinctions and patterns that we have explored in this book can help to: (a) identify and address logical fallacies, limiting beliefs and thought viruses; (b) manage expectations and the 'Bandura Curve'; (c) deal with double binds; and much more.

Practicing Sleight of Mouth

Practice using these Sleight of Mouth questions for yourself. The following worksheet provides examples of questions which can be used to identify and form Sleight of Mouth reframes. Start by writing down a limiting belief statement that you would like to work with. Make sure that it is a 'complete' belief statement in the form of either a complex equivalence or cause-effect assertion. A typical structure would be:

Referent (am/is/are) judgment because reason.

<i>I</i>	<i>not good</i>	<i>complex equivalent</i>
<i>You</i>	<i>incapable</i>	<i>cause-effect</i>
<i>They</i>	<i>unworthy</i>	
<i>It</i>	<i>impossible</i>	

Remember, the purpose of your answers is to reaffirm the identity and positive intention and person who is holding the belief, and, at the same time, reformulate the belief to an outcome frame or feedback frame.

Sleight of Mouth Patterns Worksheet

Limiting Belief: _____ *means/causes*

- 1. Intention:** What is the positive purpose or intention of this belief?
- _____

2. **Redefining:** What is another word for one of the words used in the belief statement that means something similar but has more positive implications?
-

3. **Consequence:** What is a positive effect of the belief or the relationship defined by the belief?
-

4. **Chunk Down:** What *smaller* elements or chunks are implied by the belief but have a richer or more positive relationship than the ones stated in the belief?
-

5. **Chunk Up:** What *larger* elements or classes are implied by the belief but have a richer or more positive relationship than the ones stated in the belief?
-

6. **Analogy:** What is some other relationship which is analogous to that defined by the belief (a metaphor for the belief), but which has different implications?

7. **Change Frame Size:** What is a longer (or shorter) time frame, a larger number or smaller number of people, or a bigger or smaller perspective that would change the implications of the belief to be something more positive?

8. **Another Outcome:** What other outcome or issue could be more relevant than the one stated or implied by the belief?

9. **Model of the World:** What is a different model of the world that would provide a very different perspective on this belief?

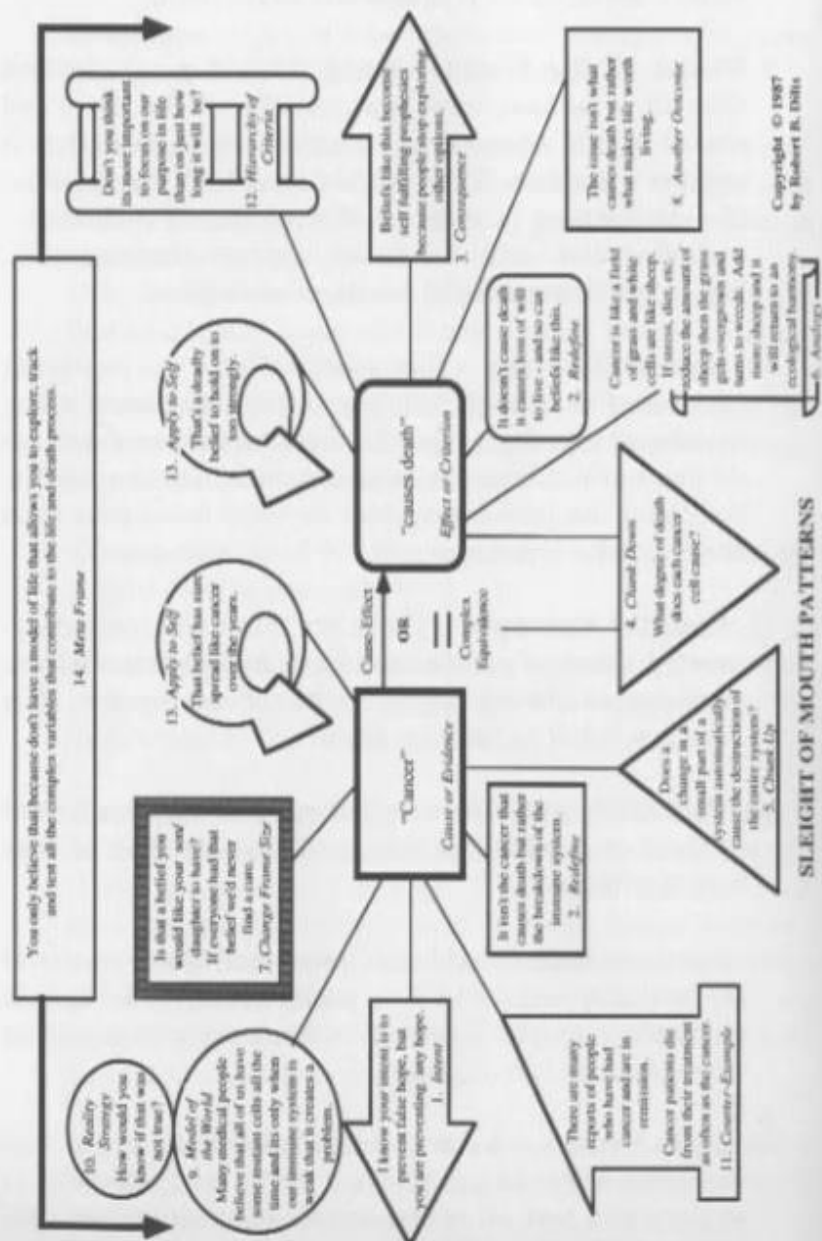
10. **Reality Strategy:** What cognitive perceptions of the world are necessary to have built this belief? How would one need to perceive the world in order for this belief to be true?

11. **Counter Example:** What is an example or experience that is an exception to the rule defined by the belief?

12. **Hierarchy of Criteria:** What is a criterion that is potentially more important than those addressed by the belief that has not yet been considered?

13. **Apply to Self:** How can you evaluate the belief statement itself according to the relationship or criteria defined by the belief?

14. **Meta Frame:** What other belief about this belief could change or enrich the perception of this belief?



Belief: *"Cancer causes death."*

1. **Intention** – I know your intent is to prevent false hope, but you may be blocking any hope at all.
2. **Redefining** – Ultimately, it's not the cancer that causes death; it's the breakdown of the immune system that causes death. Let's find a way to improve the immune system.
Our perceptions regarding cancer can certainly cause fear and loss of hope, which can make it harder to live.
3. **Consequence** – Unfortunately, beliefs such as this one tend to become self-fulfilling prophecies because people stop looking for choices and options.
4. **Chunk Down** – I've often wondered how much "death" was in each cancer cell?
5. **Chunk Up** – Are you saying that a change or mutation in some small part of the system will always cause the destruction of the entire system?
6. **Analogy** – Cancer is like a grassy field that has begun to turn to weeds because there has not been enough sheep to graze it properly. The white cells of your immune system are like sheep. If stress, lack of exercise, poor diet, etc. reduce the amount of sheep, then the grass gets overgrown and turns to weeds. If you can increase the number of sheep, they can graze the field back into an ecological balance.
7. **Change Frame Size** – If everyone had that belief we would never find a cure. Is that a belief that you would want your children to have?

8. **Another Outcome** – The real issue isn't so much what causes death, as what makes life worth living.
9. **Model of the World** – Many medical people believe that all of us have some mutant cells all the time, and that it is only when our immune system is weak that it creates a problem. They would assert that the presence of a malignancy is only one of a number of co-factors—including diet, attitude, stress, appropriate treatment, etc.—that determine the length of one's life.
10. **Reality Strategy** – How specifically do you represent that belief to yourself? Do you picture the cancer as an intelligent invader? What kind of inner representations do you have of how the body responds? Do you see the body and the immune system as more intelligent than the cancer?
11. **Counter Example** – There are more and more documented cases of people who have had cancer and are surviving and living in good health for many years. How does this belief account for them?
12. **Hierarchy of Criteria** – Perhaps it is more important to focus on our life's purpose and mission, than on how long it will last.
13. **Apply to Self** – That belief has spread like cancer over the past few years; and it's a pretty deadly belief to hold on to too strongly. It would be interesting to see what would happen if it died out.
14. **Meta Frame** – An over-simplified belief such as this can arise when we don't have a model that allows us to explore and test all of the complex variables that con-

It may be significant that people are dissociated from their 'beliefs'...most come third hand 'read in a book' or 'heard someone say'.... It's possible that forgetting the source can give beliefs greater authority...i.e 'why do you believe that'? Few people will admit 'oh, someone said it / it was written in a book / I saw it on t.v'...this gives the belief less credibility, perhaps, than a belief 'based on concrete sensory perceptions i.e I was an eyewitness...? When you forget your 'reason' or 'source', the belief can seem more compelling...i.e ask people what they 'KNOW' about Nazi Germany and Hitler...that they did NOT see or hear in a Hollywood movie, or 'official' govt. propaganda...or about 911...or Iraq...or global climate crisis...people are prone to 'remember' something they merely read about in the newspaper, as a 'real' memory...this is one reason why 'eyewitness' testimony in criminal trials is so problematic...people can read something in a paper, forget they read it, then 'believe' they have some independent, even personal, evidence to justify their belief, which is no more than the reproduction of a biased newspaper article etc...

A disassociated belief is like an assumption people have made at some point, and no longer view as an assumption...it is implicit in all they do, but they treat it as 'self-evident'...there is no remembered context i.e 'I heard it in church' or 'Saw it on t.v'. they have forgotten the source. It is a 'free floating' belief with no context. Accepted as self-evident, when it is really someone's assumption...who 'implanted' it is forgotten now...the belief remains, but not the recollection of how it was formed...it is an unchallenged assumption ... the person is unaware they are making it...it just seems 'natural' to believe that...'everyone does'...e.g 'God' or '911 was Islamic terrorists' or 'Nazi's were evil' etc...when you recall that your ONLY reason for thinking this is something someone said, read in a book, saw on t.v...it becomes 'fair game' again for interrogation...which an 'unflagged' assumption never is...it bypasses your critical faculties as it seems 'natural' and 'self-evident' i.e has become dissociated from the sources of it...stands now alone...with zero context...nothing to interrogate...it SEEMS just 'reality'.... You take it so much

for granted that you never realise it is merely an assumption...someone's, that you adopted at some point...uncritically... such assumptions / beliefs become 'circular' and self-reflecting...I think I am, therefore I am? ... it is true because I KNOW it...I am SURE of it...but why? I just 'KNOW'...

It is impossible to correct or revise / update a belief that is not considered as a belief at all, but simply 'knowledge' and 'intuitive' and 'self-evident', and 'not up for discussion' ... if you KNOW something, you are unlikely to interrogate it...it becomes a basic tenet of belief that becomes invisible...it falls into the background, and becomes part of the structure that determines how you define EVERYTHING ELSE...it colors / distorts / filters / excludes a lot of sensory impressions, to ensure everything NEW is 'adapted' to it...the unchallenged assumptions are never put to the test...if something contradicts the assumption, the NEW thing MUST be wrong...because it is inconsistent...there is NEVER any direct consideration / evaluation of the 'fundamental assumptions'...the most basic ones that underly our whole world view etc...in T...

A Virus, such as HIV, is a chunk of genetic material similar enough to the DNA of humans and Chimps (the only animals who are affected by HIV) that it is 'defined' by the body's immune system as part of the body...some viruses are wrapped in harmless proteins, so the body ignores them....like Trojan horses...computer viruses are chunks of program, not complete programs...that fool the computer into 'executing' their code...

Immunization is about 'teaching' the body to 'identify' certain viruses as 'not me'...???

Deep question MHR 'why' do we believe? Why do we HAVE beliefs? They motivate and demotivate, limit and promote, expand and contract our actions, potentials, etc...learning...compression...heuristics...all related to beliefs...efficiency of reaction / decision making / response...

Finally an NLP person / Dilts, who observes the basic 'problem' I identified in T vol. I, that most of our 'Beliefs' are taken, as Aristotle does, as 'first causes'...FIRST causes...as if 'Will' itself is a FIRST cause of everything else...as if Aristotle was unable to accept that even HE was driven by emotions, and NOT reason...that 'reason' is really 'reasonS' for doing something...rationalisations of the emotional urges / drives / desires / fears / hopes / aspiratoinS etc...underlying all the 'identified' and 'recognised' and 'flagged' 'beliefs', among them explicit assumptions e.g O.K I admit I cannot 'prove' X, but I am going to assume it, for various reasons...etc...these are the EXPLICIT and FLAGGED assumptions we have made, usually have had made for us...we are given the assumptons and the 'reasons' they were made by others before us, and accepted by others before us, and supposedly the more of these 'others' there are / were, and the longer the 'tradition' is of making these

assumptions, and 'justifying' them as they are, as a bundle of assumptions and justifications for making them...the longer back in history this bundle has been inherited and reproduced, from generation to generation, from location to location, the more 'validity' we grant them...the more 'respect' we have for them...this itself is an ASSUMPTION i.e that we SHOULD honor / respect something based on the number of people who have believed it, and the length of time the belief bundle has been in existence...as if stupid and lies would never have 'stood the test of time' as well as 'truth' and 'wisdom'...

It is THE most challenging aspects of changing the surface, and deep, beliefs structures ... BELIEFS... the assumptions that are NOT open to interrogation, because they are never flagged / identified / have the spotlight placed upon them / been invited to explain themselves / been required to justify THEMSELVES...they remain silent, hidden, out of the spotlight of attention, and so they evade interrogation... THESE are the true enemy of reason and ethics...of social progress towards the optimal level of justice, fairness, equality etc...

You will notice that no 'Holocaust' 'researcher' / 'presenter' / 'promoter' EVER deals in sensory impressions...in the lowest level of abstraction...they ALWAYS deal in colorful language, and 'half' truths...you will constantly hear from 'eyewitnesses' that they 'KNOW' their loved ones were gassed and incinerated'...what you RARELY if EVER hear (you have to really LOOK for these facts in the Shoah interviews') is the REST of their testimony...where they ADMIT that THEY NEVER ACTUALLY SAW ANY EXECUTIONS, GAS CHAMBERS, OR CREMATORIA... in the usual propaganda presentations, they will INSIST THEY KNOW THEIR LOVED ONES WERE KILLED...but only in the honest Shoah interviews Spielberg financed from his lucrative 'Shoah Business' i.e faked propaganda versions of Nazi German history, will you hear ALL the 'eyewitnesses' up whom we are supposed to place ALL our belief i.e trust they wouldn't lie...a Jew? Lie? OMG...the father of all lies? The writers of fiction, from the Torah to Schindler's list to that weasel Wiesl fraudster? ... what YOU NEVER HEAR is the REST of the statement...'NO, WE NEVER SAW'....only a Torah-trained speaker / mind can do that 'self-negation'... and EYE-witness...giving EYE-witness testimony, who did NOT EVER SEE what they are giving EYE-witness testimony ABOUT...if you research, you will find one or two 'eyewitnesses' who appear over and over again, who are willing to lie...but like criminals who never first 'agreed on what they were going to lie to the police', they never get their story straight, and contradict each other constantly, and make absurd allegations such as 'the 'jews' of different nations gave off different colored smoke when they burned in the ovens'...and stories of impossible feats, of 'dragging full grown adults with hooks to the 'elevators' to the ovens...when not even the Jew.S.S.R Soviet propaganda and faked gas chambers EVER mentioned anything about

'elevators'...that 'eyewitness' was, by the way, a professional actor, before taking the most lucrative / rewarding acting role of his career, that of 'Holocaust survivor'...the HONEST eyewitnesses tell us how they were taken into 'gas chambers' (they were told by other jews that they would be gassed) where soapy water, rather than Zyklon B gas, poured from the 'fake' shower heads'...again more Torah-speak...fake shower heads and fake shower facilities where warm soapy water pours down on you...go read Brendon O'Connell's trial notes, to see why I call this 'Torah-Speak...only 'Jews' do it, as far as I am aware...and I've dealt with so many 'mobbers' and 'victimisers' and 'cheats' and liars and misrepesenters...and never heard them utter a self-negating sentence, one where they seem to be affirming something, but end up negating what they just affirmed, leaving you totally bewildered as to what they MEANT to say...in other words they can seem to 'admit' or 'agree' at first, but by the end of the utterance, they negate that admission / agreement...so what did they say? The Judge can simply ignore the negation at the end, which the jury won't...it will seep into their subconscious...and claim 'they answered that question, now more on will you'...it really shocked me...that they were allowed to get away with this...leading me to to question the integrity or intelligence of the judge...who I do NOT feel was worhy of Brendan's positive comments, in the end.

So really I have come full circle...the key to unlocking the prison , the mind prison we live in, is to challenge all the UNflagged and tacit, implitic, unstated, glossed over, ignored, ETC assumptions upon which our beliefs are built...or simply other less problematic seeming assumptions are layered...for we are willing to 'admit' some assumptions...just not the most basic ones...the ones BENEATH these admitted assumptions, which make them at least plausible, and more easily 'digested' and 'taken on faith' and 'allowed' as 'reasonable' and maybe even 'self-evident'...though if you want to ESCAPE the mind prisons , you really must adopt the Zen Humean Skeptic Heuristic position of merely ever 'entertaining' beliefs...never taking ANYTHING 'on faith', a marketing way of saying 'ASSUME it is so', with ZERO reason for doing so, except 'tradition', 'authority', 'transferred authority', 'convenience', 'keeping out of jail by agreeing with it'...

Aristotle stopped short, unwilling or unable to accept / consider that our 'Will' is derived from out desires / impulses / needs / wants / fears / hopes etc...which we do NOT have any control over...we can NOT (really truly honestly authentically) 'love eating shit' (though actually we can pretend this, as many do...it is called 'hypocrisy' and 'faking it' and today NLP, yesterday 'self-hypnosis', and earlier 'willingness to believe', even 'necessity'...you swallow their Torah shit, and say it is delicious, so your loved ones won't be forced to stone you to death...how's THAT for an example...yes the TORAH is SHIT...SHITTY...disgusting...the diarrhea of the Priests of the Cult of Judah...it comes out their mouths, they then 'store it' in books and movies...the latest 'chapter' of the torah is 'the

holocaust'...and the coming chapters are all our own armageddon, and our enslavement to the cult of Judah's 'Jew' World Order...

So we do NOT get to choose what gives us authentic pleasure, pain, or relief. Though, 'thinking about a thing can make it (seem) so' ... you can play act...like the hypnotized players on stage, who 'believe' they are eating cake, or a dog, or on fire, or in love...they are play acting / pretending...it is very powerful...but all self-induced ... if people don't WANT to play this game, you can NOT hypnotise them to do so...they will NOT do anything they don't secretly WANT to do...are willing to do...have chosen to do...the idea of hypnotizing someone to kill someone they wouldn't otherwise kill, is a myth...BUT you can program / condition / trick people into a state where they will murder a hundred thousand children, old people, and women, in one night, in Japan, or Germany, say Tokyo or Dresden, or Hiroshima or Hamburg...then machine gun the survivors and the rescue workers, and even the zoo animals..in true TORAH tradition / role modelling...even though you are a CATHOLIC or atheist or Buddhist...it is called 'propaganda'...humanity's greatest enemy...it should be YOUR greatest enemy...as it is OUR greatest threat...the thing that leads us to our own self destruction, and self-enslavement, to the Cult of Judah...

Some call assumptions 'pre-suppositions', from the Latin to 'put underneath'...this is literal...a pre-supposition is thus the (unconscious / unstated / tacit / unflagged / hidden/ secret/ unchallenged / uninterrogated / unquestioned assumption UNDERNEATH the assumption you ARE aware of, and DO recognise and DO see and CAN interrogate and CAN question and CAN flag and CAN put in doubt and CAN talk about...

We are back to the metaphor of the dreamer dreaming they have awoken, in their dream. To the 'trance in trance' states. The trance within the trance. The dream within the dream.

All these metaphors apply to the PRE-supposition...the foundation for the surface assumptions...even Aristotle was tricked...he felt he'd awoken...had left the trance state he saw his fellow humanity as still being under the spell of...he felt that while they were still dreaming, as he had once been, he was now awake. But he was like the dreamer who dreams they've awoken, and is now the more so convinced by the dream...he remembers having been dreaming, and now feels he is awake, and can trust / believe his current dream experiences...most of us have had this experience...it is very compelling ... a great trick of the mind...and the greatest trick played upon us by our would be slave masters...

Most people feel 'satisfied', like Aristotle, that they have gone down the rabbit hole as far as it goes...that they have 'challenged' their beliefs as far as it is possible... they have come to the 'first causes' as Aristotle put it...the 'ultimate

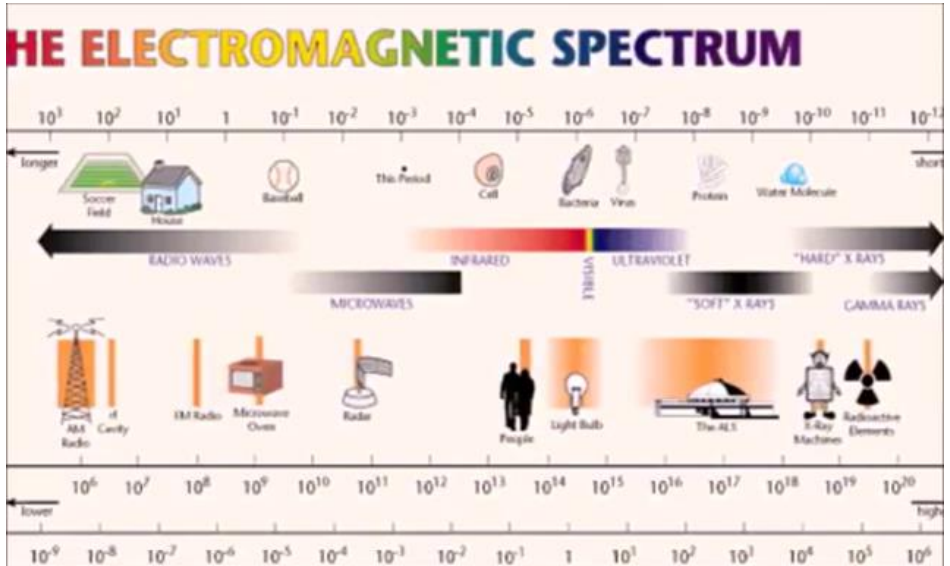
questions / assumptions ... e.g assuming something CAN be CREATED, and thus that something MUST have CREATED us, we rest on the apparently 'self-evident' assumption that some GOD must have created US... when in fact NOTHING can be created...there are NO 'causes'...just interactions and outcomes...in fact something always existed... conscious-energy-matter...sentient resonant primerty... and this interacts to produce all the apparent complexity, the order and disorder, that we experience...I've explained it all in my T books...even a child can 'grok' it, if they are freed f from the mind prison, and allowed to do so...

Just a note...I have ZERO sense of direction...it is as if I was never fully 'integrated' into this matrix...this may be why I am one of the few able to fully 'grok' it, as a part 'outsider'...never fully integrated...this metaphor works on the social level too...I was rejected at birth, by my family, and the world...and continued to be...mobbed, victimized, rejected, ostracized, facing prison now as I write this, and demonisation for all history...I have NEVER been integrated / accepted fully by this matrix...I've never been 'immersed' FULLY in it...it has rejected me / didn't integrate me...I have rejected it...it is possible I rejected it from birth...despite my good nature / good will towards my own family, and desire to be of service to them, and all sentient beings, I have rejected this matrix, this world, from birth...so maybe that is why it rejected me? ... I have always sensed something is not right here...some trick is being played on us...like Schopenhauer and Buddha...but still, out of good will and a conscientiousness impossible to thwart by will, I have sought to 'correct' what is wrong...hoping it can be 'remedied' and optimialised...because maybe I will end up back here...and have to endure it all over again, over and over, until I solve the riddle, and free EVERY sentient being from this prison... or maybe by seeking to serve others, I can learn the lesson this 'classroom' was 'designed' to teach us all, and be 'ready' to move onto the higher planes / dimensions of existence, where the average being from this planet would be nothing more than a threat, a real hazard, a security risk, a liability...imagine letting loose the human on a plane where every other being was gentle, kind, honest, good willed, respectful of other's rights, without any sense of entitlement to exclusive rights / priveleges...it would be like freeing a deranged wild hungry angry demented monster in a kindergarten...this is one of the many convergences between David Icke's ideas and my own...

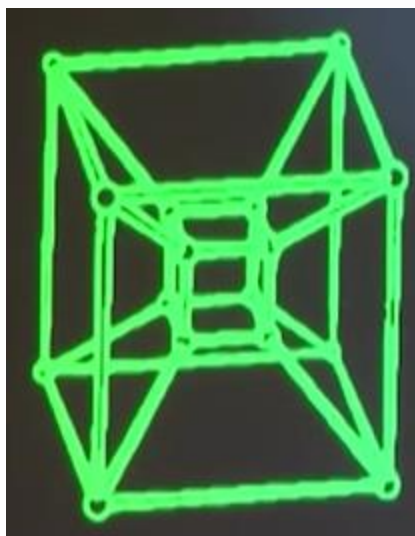
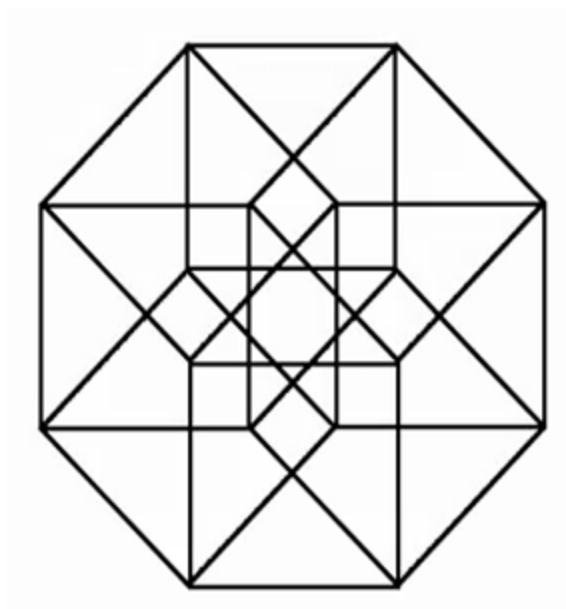
Now to be typically rigorous, I feel the tag 'presupposition' is itself too 'active'...and 'conscious'...the REAL point of the underlying assumptions is not that YOU pre-suppose them...but that they are pre-supposed FOR you...YOU are never aware of them as assumptions / presuppositions at all. YOU never said to yourself 'Suppose X is'. YOU only EVER 'supposed' the next layer up. YOU are never even CONSCIOUS that there is an under-lying assumption a layer down...like the person who 'awakes' within a dream, or into another level

of trance (Erickson used this trick often, as it is so convincing, and 'feels' like reality, and thus the 'suggestions' and 'anchors' seem REAL after finally awakening...you 'REMEMBER' them not as trance states, but as actual MEMORIES...you remember the trance BEFORE them as a trance, and then remember WAKING UP and HAVING A REAL EXPERIENCE... this is how he could implant 'fake' experiences...good therapeutic ones...not 'false memories of being raped implanted by angry feminist man hating lesbian 'therapists'... like the woman who got to relive her life, but this time with all the 'right' things being said to her, and being 'nurtured' and 'supported' and accepted and approved of and loved...and learning the right lessons from wise mentors ... all Erickson himself, but experienced as real life experiences...in the 'trance within the trance'...so convincing, like the dreamer who is now convinced they are awake, and everything MUST be real, because they can remember having woken from a dream, just a moment ago!!!

As long as the purveyors of the Holocaust fraud / hoax / lie can avoid YOU ever seeking 'deeper' than they want you to go, which is basically just moving beyond 'the millions of eyewitness testimonies of holocaust survivors' and 'the Nuremberg trial verdicts' based on 'testimony gained by torture', they can maintain the lie...the propaganda...which only started long AFTER the war had ended...facts people...make a tiny bit of effort, and hear the 'REST OF THE EYEWITNESSES EVIDENCE STATEMENTS' I.E 'NO, I NEVER SAW WITH MY OWN EYES ANY DEATHS, OR GAS CHAMBERS, OR OVENS...AND ASK YOURSELF...WHAT DOES 'EYE-WITNESS' MEAN, IF THEY DIDN'T 'SEE' ANYTHING...then go on from there...after a few hours reading you will dismiss the entire Holocaust narrative as the latest chapter of the Torah...if you will invest a few days reading my books, and watching my videos, you will see what a dangerous situation you have produced for yourself and your family by 'believing' everything your government tells you...and realise the massive cost your ancestors paid for doing so, which your own future descendants will pay several fold, for eternity, if YOU do NOT wake up out of your trance state, and challenge the propaganda being fed to you, starting with 'The Holocaust', then '911'...



The electromagnetic spectrum...in terms of 'wavelength' i.e resonant frequency wavelength...with reference of 1, so that a house is 10, and baseball 1/10th ... or 10 to the power of minus 1 ... so a single cell is about 10 to the power of minus 3, bacterium 10 to power of minus 6, virus 10 to the power of minus 7, proton 10 to the power of minus 8, water molecule 10 to the power of minus 10...then at other end radio waves around 10 to power of 6 to 8 (AM to FM), microwaves as in oven 10 to power of 9, Radar 10 to power of 11...humans resonate at around 10 to power of 13, just below a traditional filament lightbulb at 10 to the power of 15 or so... Visible light is a very narrow bandwidth between bacteria and virus, i.e tiny band located between 10 to power of minus 6 and minus 7...Ultraviolet ranges upwards to around 10 to the power of minus 8, while infrared ranges down to around 10 to the power of minus 3...all very roughly...



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Monsters and magical sticks Heller

Schopenhauer and Hume provided me with my initial full comprehension of how we tend to make a huge number of assumptions, every time we 'believe' something to be true. Most of these assumptions prove to be false, on closer examination. Of course the benefit of 'jumping to conclusions' is that it is fast. And it's better to be wrong when you 'run home after believing you heard / saw / smelt a tiger in the woods', and discover later that it was just a friendly dog, than it is to be wrong when you assumed that sound and movement was 'probably just a dog', only to become dinner for a family of tigers. Making assumptions, quickly, building models, jumping to conclusions, accepting what you are told by some 'authority', leaping to judgements based on 'hearsay' and 'assumptions', are all 'efficient' ways to increase your survival chances. But at some point, when the danger has passed, it makes sense to consider what you REALLY know. What was assumed. Whose opinion you took at face value, without analyzing to see if it was justified / valid. When the danger has passed. So of course ever liar, deceiver, manipulator, will try to make you feel 'in danger', 'at risk', at every moment, so that you never have a chance to pause, and consider, and think for yourself. You will always be jumping to your own, or someone else's, conclusions...fearful of some imagined / illusory threat...like 'hell', or 'gods' or 'terrorists', or 'enemies'...as long as you are held in the thrall of fear, you can never step back and evaluate the beliefs you have formed, and have been offered / often forced to accept, and at least behave as if you believed...and once you start behaving as if you believe, your mind will tend to rationalize that behavior, by actually BELIEVING ... and defending those beliefs...so strongly that you often end up denying the facts of reality around you...this is how most people live today...this is why the world still needs philosophers, more than ever...

If someone is lost in the wilderness, it is foolish to build a base station and wait for them to find you. You have to go where they are and lead them out. To sum up the point, we could say that the individual has been hypnotized into believing that certain things are a certain way and will always be that way. Through circumstances, the individual, in his problem area at least, begins to develop reliance on a particular system—whether kinesthetic, visual or auditory—for attempting to deal with the problem. Through these processes, the person begins to "distort" reality, and by so doing, they continue to "see," "hear" and "feel" the same thing over and over. In effect, they keep themselves in a hypnotic state during which their belief system takes precedence over so-called "consensual" reality. I believe that if you use the same mechanism that produces the problem—hypnosis—you can help them to quickly break patterns, develop new skills and respond with new choices. If a person already is skilled at using a hammer, help them to use the hammer differently while showing them how to use a screwdriver. Don't demand they fly a plane instead. (You will have to think about that.)

It stands to reason that hypnotic techniques are the antidote to hypnotically produced and continued problems and limitations

MHR ... WHATEVER YOU ARE, YOU SUCCEEDED AT BECOMING, AT MAKING YOURSELF...YOU HAVE DEVELOPED AMAZING SKILLS...THE ONLY PROBLEM IS, YOU HAVE USED THEM TO BECOME SAD, LONELY, DEPRESSED, UNHAPPY, DESPAIRING, OVERWEIGHT, BULIMIC, PHOBIC, NERVOUS, ANXIOUS, SELF-DEFEATING, SELF-SABOTAGING...SO NOW IT IS TIME TO USE THOSE VERY SAME TALENTS TO BECOME THE PERSON YOU WANT TO BE, HAPPY, SUCCESSFUL, LOVING, WARM, FLEXIBLE, ATTRACTIVE, CREATIVE, FREE... YOU'VE PRETENDED TO BE THE YOU YOU ARE, SUCCESSFULLY... YOU ARE A GREAT ACTOR...WHEN PLAYING 'YOU'...NOW IT IS TIME TO START PLAYING THE PERSON YOU WANT TO BE, USING ALL THE VERY SAME TALENTS YOU HAVE, AS PROVEN BY HOW WELL YOU'VE 'ENTERED INTO IT' I.E IMMERSSED YOURSELF, IN THE ROLE YOU ARE CURRENTLY PLAYING...A ROLE YOU DON'T WANT TO PLAY ANY MORE...BUT YOU FORGOT HOW YOU GOT HERE, AND NOW ITS TIME TO REMEMBER, AND TO START BEING / PLAYING THE ROLE OF YOUR DREAMS... YOU ARE A GREAT ACTOR, YOU'VE ALREADY PROVEN THAT, JUST LOOK AT HOW CONVINCING YOU ARE AS A SAD, DEPRESSED, LONELY, FAILURE...THE OSCAR FOR BEST ACTOR GOES TO YOU...NOW LETS WORK ON THE 'CHARACTER' YOU REALLY WANT TO PLAY...NOW...

'METHOD' ACTORS WILL PUT ON WEIGHT, LOSE WEIGHT, CHANGE THEIR POSTURE, THEIR MANNERISMS, THEIR TONE OF VOICE, THEIR

HAIR STYLES, THEIR CLOTHING, AND LEARN NEW SKILLS TO BE MORE 'CONVINCING' AND 'AUTHENTIC' IN THEIR ROLES...WATCH A BEAUTY TRANSFORM HERSELF INTO A 'WALL FLOWER', SIMPLY BY CHANGING HOW SHE DRESSES, HOLDS HER BODY, GESTURES, TONE OF VOICE, LACK OF EYE CONTACT, UNTIL SHE SUCCEEDS IN APPEARING UNATTRACTIVE, WITH NOTHING TO OFFER, AND SUDDENLY THE SEX GODDESS CAN'T ATTRACT ANY MAN AT ALL...THIS IS THE REALITY OF OUR LIVES...WE INHERIT SCRIPTS (YOUR PARENTS, SIBLINGS, PEERS, MASS MEDIA ALL GAVE YOU YOUR SCRIPTS, AND YOU ADOPTED THEM, THEY BECAME YOUR 'INNER VOICE' OF SELF-DEFEATISM/LOW SELF-ESTEEM/ LIMITING BELIEFS/SELF-FULFILLING PROPHECIES..., PROPS (RESOURCES THAT SUPPORT YOUR IDENTITY AS RICH, ATTRACTIVE, SUCCESSFUL, INCL. CLOTHES, CARS, ETC) , ROLES (EVERYONE WAS ASSIGNED ONE AT BIRTH E.G WORKER, INTELLECTUAL, DESTINED FOR THE FACTORY OR 'BIG THINGS', CHARACTERS, DIRECTORS (THAT'S MY JOB IN THIS BOOK, TO GIVE YOU HINTS ABOUT HOW TO 'BECOME' THE ROLE YOU WANT TO PLAY SO WELL YOU CONVINCE YOURSELF, AND THUS EVERYONE ELSE) , PRODUCERS (RESOURCES LIKE MONEY, CLOTHES, VOICE COACHES, TRAINERS)

MHR GO BACK TO MY ORIGINAL T IDEAS OF 'ROLES' AND 'SCRIPTS' AND 'LIFE AS AN EXPERIENCE ENGINE'...WE DIDN'T GET TO CHOSE MOST OF THESE THINGS...BUT YOU CAN DO THIS NOW...

YOU HAVE 'SURVIVED' UNTIL TODAY. WELL DONE. THANK YOUR 'INTERNAL DIRECTORS' YOUR 'NON-CONSCIOUS SCRIPT WRITERS', PRODUCERS ETC...BUT WE WANT MUCH MORE THAN MERE SURVIVAL, DON'T WE? WE WANT TO BE HAPPY, CONTENT, EXCITED BY OUR LIVES. WE WANT SATISFACTIONS THAT JUSTIFY ALL THE EFFORT, RISK, SACRIFICE LIFE DEMANDS OF US.

I STARTED AT THE WAY BOTTOM, IN MOST ASPECTS. BUT I SURVIVED. SADLY MOST OF WHAT ALLOWED ME TO SURVIVE THEN DESTROYED ALL MY CHANCES OF HAPPINESS AND SUCCESS.

THEN I LEARNED HOW TO USE THESE VERY SAME TALENTS / SKILLS ETC TO ...WHAT WE ARE GOING TO DO RIGHT NOW...AREN'T WE? HAVEN'T WE? DIDN'T I?

REMEMBER, YOUR NOT-CONSCIOUS MIND CONTROLS MOST OF THE INPUTS INTO THE 'MOVIE' THAT IS YOUR LIFE. IT CONTROLS THOSE INTERNAL RESOURCES WHICH CAN BE EMPLOYED TO MANIFEST EXTERNAL RESOURCES ... TO MOTIVATE OTHERS TO SHARE THEIR OWN INTERNAL AND EXTERNAL RESOURCES WITH YOU...TO WORK

WITH YOU...SO MOST OF IT IS IN YOUR CONTROL...ONLY YOUR GREATEST POWERS RESIDE IN YOUR NON-CONSCIOUS MIND...SO WE NEED TO RE-PROGRAM THAT...HAVEN'T WE? ... DIDN'T I? ...

EVERY FEELING YOU HAVE IS YOURS TO REJECT, MODIFY, CONTROL. THAT IS A FACT. WATCH A BUDDHIST MONK CHEERFULLY AND CALMLY BURN TO ASHES... THAT IS THE PROOF...OR WATCH THE HEALTHY, GOOD LOOKING, SUCCESSFUL, RICH YOUNG TALENTED GENIUS DESTROY THEMSELVES WITH DRUGS...SAME TRICK, JUST DIFFERENT OUTCOMES...THEY BOTH ENTERED A TRANCE STATE AT ODDS WITH THE 'OBJECTIVE' REALITY...THEY BOTH SHOWED HOW OUR 'FEELINGS' AND 'PERCEPTIONS' OUR OWN REALITY, IS THE ONE THAT DETERMINES OUR OUTCOMES...

ARE YOU AS BEAUTIFUL, ATTRACTIVE, HEALTHY, EDUCATED, SELF-REALISED, CONFIDENT, HAPPY, CONTENT, POSITIVE, ETC AS YOU CAN BE? DON'T YOU REMEMBER BEING HAPPIER, MORE ATTRACTIVE, MORE POSITIVE ETC? AT SOME POINT IN YOUR LIFE? HAVE YOU SEEN PEOPLE 'TRANSFORM' BEFORE YOUR EYES, IN MOMENTS, OR OVER YEARS OF HARD WORK? PEOPLE YOU THOUGHT 'JUST LIKE ME'...WHOM YOU THEN ENVIED FOR THIS VERY FACT...THEY WERE JUST LIKE YOU, BUT LOOK WHAT THEY DID WITH THAT...WHAT THEY ARE NOW...WHAT DID THEY DO? WAS IT JUST GOOD LUCK? CONNECTIONS? MAYBE. BUT IF THEY WERE 'JUST LIKE ME', THEN THAT CANNOT EXPLAIN IT. NOW I AM GOING TO EXPLAIN IT. HOW PEOPLE EITHER MAKE OPPORTUNITIES, OR SEEM TO FIND THEM. EITHER WAY, THEY GET STUFF WE ALL WANT FOR OURSELVES AND OURS. SO HERE'S HOW TO GET IT. AT NO COST TO ANYONE ELSE. NOT TAKING SOMETHING LEAVING OTHERS WITH LESS. BUT GENERATING MORE OPPORTUNITIES, MORE JOY, MORE GOOD STUFF, SO YOU CAN TAKE WHAT YOU'VE GENERATED, SHARE SOME OF IT, AND EVERYONE IS BETTER OFF..NO-ONE WORSE OFF...THEN THE DESIRE TO HAVE WHAT ANOTHER HAS WILL LEAD TO EMULATION OF THE PROCESS THEY CARRIED OUT..RATHER THAN DESTRUCTIVE ENVY...AND THOSE WITH WILL NOT FEEL THE NEED TO KEEP IT FOR THEMSELVES, OUT OF A MOTIVE OF JEALOUSY, TO JEALOUSLY GUARD THEIR 'SUPERIOR' FORTUNE, TALENTS, INSIGHTS ETC...THEY WILL SEE THAT BY SHARING, THE ENTIRE PIE GROWS, AND EVERYONE, EVEN THE ONE WHO FELT LIKE THEY WERE GIVING UP SOMETHING THEY COULD HAVE KEPT A MONOPOLY ON, SOME SECRET, SOME SKILL, SOME KNOWLEDGE, WILL SEE THAT BY SHARING IT, THEY WILL END UP WITH MORE THAN IF THEY HAD JEALOUSLY MONOPOLISED

IT FOR THEMSELVES...I'M TALKING TO YOU, JEW WORLD ORDER PLAYERS...ALL YOU NEO-CO(HE)NS WITH YOU NEO-CON-MEN...

GIGO = garbage in – garbage out ... a computer is a fast calculator, nothing more...precise...accurate...fast...it doesn't judge or discriminate or 'correct' the input YOU give it...or others 'program' into it...so if your programs are junk, your output, your ideas, beliefs, behaviors, habits, will be junk / garbage / sub-optimal / destructive/ self-limiting / self-sabotaging etc...the subconscious acts just like a typical computer...Hobbes reduced mental activity, centuries before computers were built, to pure calculation...the movement of electrons...which is literally what computers are...electron movers...on-off switches...they have no 'intention' other than the program...literally...what goes in, is what comes out...what you tell it to do, no matter how insane and fatuous, is what it will do...tell it $2+2=7$ and it will base ALL its calculations on this erroneous assumption...even Einstein made such simple errors, and they stopped him realising his ambitions for decades... so what are the chances YOU have inputted something similar...some 'false assumption', some erroneous belief, some faulty conclusion, into YOUR computer...do you think you SHOULD trust that everything you have ever been told, and rewarded for agreeing with, and 'working' with i.e inputting into further calculations, was actually correct? That no-one ELSE could have made a mistake? Or that no-one could possibly have any vested interest in deliberately LYING to you, misleading you? Even though the hero of all religions and governments, PLATO, stated clearly that 'The State', those in 'Authority', have an OBLIGATION, and a RIGHT, to deceive you...with what he called 'NOBEL' LIES? Even though the favorite of all politicians, Macchiavelli, insisted that 'The ends justify the means', and the best means of warfare and subjection and persuasion are LIES...actually suggestion FALSE FLAG operations to instill fear into the population, so that they would be willing to SUBMIT to YOUR rule over them, to pay 'protection money', to give up their freedoms to you, all in the false belief that you were protecting them from some real threat...EXACTLY what 911 achieved...and motivate them to join you in your wars of conquest, which were totally avoidable, and never would have happened, in the name of DEFENSE ... when the attackers were the very same people running this oldest form of 'PROTECTION RACKET'. How do you think the Zionists got Jews to move from their privileged, comfortable positions in Europe, to to inhospitable desert? If not via Hitlers KZ labor camps, and faked 'Holocaust' fear mongering...

And then there is another layer to our mind-computer analogy that is perfectly apt. You can input a perfect program, free of any bugs or errors, say the perfect philosopher, the most compelling argument, but it will still produce GARBAGE if there is a problem with the computers Basic Input Output System, or some sub-program. What in this analogy would be the basic assumptions imprinted into our muscle memory, neural networks, from birth, during our earliest years. During our pre-rational years. During our most 'impressionable' years...assumptions that then remain unchallenged / as they are so unobtrusive...you didn't 'write' them into your new code, the philosopher didn't write them in their compelling argument...would never dream of saying such stupid things, making such terrible errors, including such propagandistic lies...but they are there in the BIOS, and other sub-programs, which in our analogy would be our subconscious, most basic, assumptions about TROONATNOOR. The assumptions we take for granted as natural, normal, universally agreed upon, beyond question or doubt (which nothing should be to the scientific / skeptical mind).

Every propagandist and 'noble' liar has their favorite 'lie' they have implanted in your mind. So deeply, so early in your life, and so repeatedly reinforced as 'self evident truth', as unquestionable fact, that you literally never challenge it, question it, doubt it, interrogate it, investigate it, and therefore never come to see it for what it is...a lie...'noble' or otherwise...usually malicious...serving the interests of some narrow elite group, such as the priesthood, nobility, royalty, or current privileged and powerful hegemonic groups...

So dear Deborah Lipstadt will insist that 'the holocaust', one of the most blatant 'noble' lies to date, after 'religion' and 'man-made global climate crisis', should be given a privileged status like those other 'noble' lies. That YOU should be forced to accept it. And criminally punished for daring to question it. For asking questions. Let alone finding fault with it and 'denying' it. This should be the clearest 'red flag' to anyone interrogating TROONATNOOR. Interrogating the 'beliefs' they have been implanted with at birth, and have had continually reinforced by the mass media, Hollywood, the education systems, television 'programming', religion, and on and on.

You see, no matter how great the inputted program is, say, of the Historical 'revisionist' who attempts to 'correct' the previous programs inputted, it will be thwarted in its attempts to produce good outputs, by the pre-existing, (they got there first, which is why every hegemonic group from priests to holohoaxers are so keen to force you to send your young children to 'institutions', whether it be Sunday school, pre-school, or 'Holocaust' 'museums') programs. The more basic programs that the program writer, the Historian, writer, philosopher, etc, has no power to 're-write'...or at least it is VERY hard to. You have to open up the basic programs and re-write THEM, before the new program can run and produce good results. Correct calculations. Logical deductions and inductions.

This is the challenge to the philosopher of every variety, whether their specialty be history, politics, medicine, etc... That their 'updates' cannot produce the desired correct results as long as the BIOS and other pre-existing, previously imprinted, hard-wired, programs are operating.

The more basic programs will ALWAYS produce garbage from whatever input you program. No matter how perfect the program you write. For millennia philosophers have written the most compelling arguments, and offered them to people. However once the perfect program is inputted, it is distorted, corrupted, ruined, by the existing, pre-existing, more basic programs. In this analogy, the basic assumptions about TROONATNOOR, and 'history'.

This is why they NEED laws to stop us UN-corrupting the existing programs. 'The Holocaust' lie is not just some independent phenomena aimed at 'justifying' Allied war crimes, and Israel's current war crimes in Palestine, or benefitting 5 million 'survivors' with life-long pensions and compensation, or emotionally blackmailing Germans and North Americans into subsidizing the criminal state of Israel to the tune of Billions each year. It has a much WIDER impact. It contaminates ALL programs.

I realise that as most social realities are implanted during trance states, or over long periods of repetition, and that the hegemonic powers will never allow us to compete i.e to invest the huge resources THEY have invested in brainwashing us, into de-programming us back to a 'clear' state i.e 'error-free' state, and that most people won't see any problem with their 'self-evident 'noble' lies, and won't submit to a 'de-bugging' trance / program...and so the position of the Philosopher, as always, is pretty pessimistic. It is amazing that the few of us who have escaped the social reality imprinted on us from birth have managed this feat. And we need to model the process. Find out how WE did this.

Our only hope is to eliminate, one by one, the 'noble' lies that have been implanted in all of us. To realise they are NOT noble in intent, no matter what the Plato's of the world think. Everyone will define that which appears to serve their own narrow vested interests as 'noble'...and so everyone with power will use that power to impose lies upon us that server THEIR perceived vested interests.

The 'holocaust' lie may appear to many Jews to be 'noble'. But what they miss is the bigger picture. THEY are being used as pawns in a bigger game. And THEY are soon to be offered up as a 'burnt offering' a true 'holocaust' to the long term, end-game objectives of what at first appears to be a 'jew' world order, but in fact is hiding behind that appearance, to get the compliance of the 'jews' with their real goals. Unwittingly the clever jews are being used to further the ends of a very small group of powerful, hegemonic, elites.

You must understand that 'The Holocaust' is not just some side issue that we can neglect, while focusing on something that appears more important. It is key to the whole new world order operation. Which is why they are ramping up their censorship, increasing criminal fines and penalties, and insisting that that lie known as 'The Holocaust', be given exceptionalist, privileged status...the same the Vatican gave 'Catholic dogma' in the middle ages.

It is the basic 'noble' lie of the new world order. The Jews are being lead to their graves by this group, all the while thinking they are 'outsmarting' us stupid goys. Many have been brainwashed to the point of paranoia. A fear of all non-jews. A fear they feel justifies using all weapons at their disposal in DEFENSE of themselves ... and the most powerful weapons have always been 'lies'. Deception.

TROONATNOOR markus rehbach Youtube Channel...

It is my belief that all presenting problems and symptoms are really metaphors that contain a story about what the problem really is. It is, therefore, the responsibility of the therapist to create metaphors that contain a story that contains the (possible) solutions. The metaphor is the message... Hypnosis is, in and of itself, a metaphor within a metaphor... — Steven Heller, Ph.D

Christian Science uses hypnosis (calling it Faith healing), just like Scientology incorporates many elements of Freud's psychotherapy, in its 'Dianetics' and 'Scientology'. Just like L.Ron Hubbard demonised Freud, to avoid any of his followers ever looking into his work, and discovering that most of what they were doing, which Hubbard took credit for, was really Freud's work, Mrs. Eddy never admitted she was using hypnosis, and demonised it in her books, the same way. Hubbard made films to this end. Eddy dedicated a whole chapter of 'Science and Health' to denouncing hypnosis as the work of the devil, and demonizing tis practitioners. I've seen Hubbard's films demonizing Freud, the evil drug addict, and enemy of Scientology. Of course psychology in general, and the medical profession, are equally loathed by both 'founders', as unwelcome competition. That many of their criticisms of both may still be valid does not change the fact of their malicious, self-interested, motives in 'outing' this competition. And going much further than compelling argument, the facts, etc, would otherwise justify.

Gerry Adams, President of Sinn Fein, notes that 'language is the means by which culture, the totality of our response to the world we live in, is communicated, and for that reason the Irish language had to be destroyed. When a people have spoken a common language for thousands of years that language reflects their history, sentiments, outlook and philosophy'. The number of Irish speakers in

Ireland decreased from nearly 100 percent circa 1800 to around five percent circa 1900 after the introduction of the 'bata scoir', a stick used in 19th Century schools in Ireland to hit a child each and every time they spoke Irish. The stick was then notched to record the number of such offenses. This is a clear case of stimulus-response conditioning.

If you went to high school between 1900 and 1945, the Germans and Japanese were the bad guys in the world, and the Russians were our gallant allies in the war against fascism. By 1950 the Russians were the bad guys and the Germans and the Japanese were our gallant allies in the war against communism. This is how conditioning / hypnosis is used for social reality engineering.

Between 1970 and 1980 I lived in Northern California. Although there are some "redneck" or "moral majority" enclaves even there, in the cities where I lived virtually everybody was some kind of radical—a political radical, a philosophical radical or a radical therapist. Abortion was a civil right. There was no legal gambling anywhere, although I hear that has been liberalized a bit since I left. Bisexuality was a permissible variation and very commonly seen. Science and Eastern mysticism were about to merge in some New Paradigm which would combine the best of both global and brain hemispheres. Socialism, however, was the opinion only of an eccentric minority, and pacifism, although universally respected in our crowd, never had any influence on the national government. But there is no such thing as hypnosis. In the last five years, I have lived in Ireland. Abortion is illegal, and even telling a patient where abortions may be obtained in England can cause a doctor to be prosecuted. Gambling on the other hand has been legal as far back as anybody remembers. Bisexuality, if it exists, has only vaguely been heard of, and homosexuality is known to be very offensive to the Deity who invented AIDS to punish the bloody sodomites. Science and Eastern mysticism are hardly known, and the possibility of their joining in synergy arouses the blank stares that you might expect if you said a bicycle and a cow were about to mate and reproduce. On the other hand, two of the five largest political parties are openly socialist (the Labour Party and the Workers Party) and one of those two (Labour) was part of the most recent coalition government; Ireland is surrounded by socialist states all over Europe, and cannot understand why Americans think socialism is diabolical and impossible. As for pacifism, it is written into the constitution and all five major parties are officially pacifist: no legislation contrary to Irish neutrality is ever even introduced into Dáil Éireann (the Parliament). And yet there is no such thing as hypnosis. MHR Social Reality programming...

MHR consider the huge variety of 'belief systems' a.k.a 'social realities' that exist, with each member of each maintaining their 'reality' is 'reality', and all others 'illusions', and their members either ignorant at best, or evil, at worst.

One person's 'illusion' is another's 'reality'...one person's brainwashing is another's enlightenment / education ...

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Hypnosis as any use of words, tonality, expressions or movement to (deliberately or without any explicit intention) elicit and/or evoke within another person an internal experience, which then becomes a reality of its own.

For example, if I write or speak the word "rose," you might think of a particular flower, perhaps red in color. I could mean a person named Rose, and someone else might remember someone getting up. If I change the meaning to a beautiful red rose, one person might remember a special occasion, the feelings, sounds, pictures, smells and, in effect, relive the entire experience. Yet another person might make a terrible face because they are allergic to roses.

Smell can regress you to a past experience, immediately...an example of automatic / autonomous / accidental 'trance' / auto-hypnosis...though of course manufacturers add scents to all sorts of products, and to supermarket air conditioning, to deliberately elicit certain internal states / induce trance ...in customers...

Deletion in utterances an example of negative hallucination...

2000 years ago told the world was flat, then a bit later we were told it was a sphere, and today many people are convinced, with very sound, compelling arguments, that the world is in fact a sphere again...like homosexuality was once normal, then evil, and now it is celebrated as 'diversity'... Christianity was once banned, then you were forced to be Catholic, and today it is a crime to say prayers in school, or place religious artefacts in court-rooms, in many U.S states...The Germans went from being our friends, to being our enemies, to being the victims of Versailles, to being 'evil nazis', to being our allies ... Russia went from being our allies, to our enemy, to our allies, and now the neocons are trying to make them our enemies again...

Belief systems, when acted on, contradict reality...dangerous...not only distort our perceptions, but lead us to act in ways irrational, vis a vis 'objective reality'...we fight wars, put people in prison, criminalise some valid beliefs while celebrating and rewarding / glorifying, and demanding 'acceptance' of invalid, absurd, clearly impossible, beliefs...e.g 'The Holocaust' and 'the official version of 911'... punishing even those who seek to enlighten us, and rewarding the propagandists to the tune of Billions each year, making wealthy, famous,

celebrities of individuals who have not only stolen other people's books, but their identities...e.g use example of that guy...and censoring reality, literally, by censoring anyone and anything that contradicts the official fiction, the social reality being produced, propagated, reproduced, rewarded, glorified, conditioned, programmed...etc...

Any distortion, deletion, or positive or negative hallucination, is the product of some form of conditioning / hypnosis / trance induction...'social reality' is the enduring, hegemonic, reinforced, rewarded 'trance' that has been induced, and reinforced by the mass media, govt, education, religion etc... we are talking about anything that produces a change / distortion in consciousness / awareness / experience / perception...

There is no 'consensual reality' that we ALL share...we all live in our own trances...and so it cannot be surprising that we construct most of the apparent conflicts which we kill and die for, and suffer for, and pay for, in a form of trance...interacting at some level as zombies...living in different realities...and unable to come to productive, generative settlements in disputes...we simply are living in different realities...we must learn to escape our trance...to become lucid...and get others to join us in 'reality'...MHR

Any assumption is a positive hallucination...and any prejudice is often both a positive and a negative hallucination e.g you see a 'type' rather than the individual before you...you hallucinate a bunch of qualities, good and bad, that you associate with that 'type' e.g 'blonde', or 'African American', or 'German' or 'Jewish'. THAT is the power of suggestion...conditioning...PROOF that we live in a trance...not lucid...our brainwashing / conditioning / stimulus-response programming is 'triggered' by mere skin color, some other part of a person's appearance, their accent or slang...etc...like one of B.F Skinners poor victims in some conditioning experiment...called 'Society'...we are ALL victims...we live in a trance...our emotions played with / engineered, and triggered at will by the hegemony who designed this 'Skinner box' called 'The U.S.A' or 'Free world'...how else can you explain the massively variable emotional, completely irrational, responses to the SAME stimuli...e.g one person, conditioned (educated / raised / brought up) in one Skinner box called 'California' and another in another Skinner box called 'X'...or at different times as they changed the protocols of each of these skinner boxes, in the same place...simply changing the conditioning / education / mass media exposure changes the reality of the person...what will trigger hate, love, attraction, repulsion...what and who will be defined as good and bad, evil, holy...etc...that is all my original T stuff...

Consider the power of a novelist to create entire worlds in your mind, or an inspiring speech writer to motivate and move you, and then consider the power of those who may choose what books you have access to, what ideas you are free to

consider, those people with the power to censor, and basically destroy entire worlds, deny you entire worlds, deny you entire outlooks on the world, entire possible ways of seeing the world and experiencing it, intent of ensuring you experience the world, see it, understand it, interact with it, only the way THEY and their masters wish...to only have THEIR ONE world available to you...at the cost of all the alternative, possible other worlds they are censoring from you, keeping you out of...stopping you from being able to choose for yourself, YOUR world...how YOU will see the world, how you will INTERPRET what you see...etc... whose assumptions are you going to adopt? When you are only ever offered THEIR assumptions...those of the hegemon of your particular world...society ... nation...religion ... political party...government...

Author uses the term hypnosis to include basic communication i.e sharing of meanings...using words, tone, gestures, imagery etc i.e to trigger reproduction of the meaning in another, so they 'see' what we 'see', hear what we hear, feel what we feel, understand what we understand, know what we know, feel what we feel...

People rarely listen...they actively finish your sentences, ascribe meanings not there, attach associations never intended, and thus ascribe meanings never intended, transmitted...they basically write their own scripts, using your utterances as a coat hanger to hang them on...they 'expect' something then 'hear' it ... ascribe it...add it...augmented hearing ... etc...

Using the same tone of voice etc, in similar situation, can put person in trance so they regress back to another place and time, where someone used that tone of voice to them etc...subconscious associations, or actual regression...i.e everyday trance occurrences...non-Zen here now listening / attending Vs typical jumping to own conclusions / ascribing own meanings / assumptions etc...so actual message has little chance of being shared / in common...trigger past stimulus-response reactions...

Vividly describing / re-telling a story / incident etc often puts person in everyday sort of trance condition i.e lose touch with present reality, actually re-live, go back, are there, then...

"TA" (Transactional Analysis) therapists follow a concept they call "Life Scripts." They believe that individuals are given a "script" to follow, that, if painful and not changed, will cause that individual to act in ways that are self-defeating. "You can't drink kid, you can't drink until you are a man." That kind of message can translate unconsciously into: "To be a man, I have to drink." Here is the implantation of a suggestion that may take such firm hold that the individual ends up an alcoholic. In fact, the "TA" people contend that this is not uncommon.

If we encourage a positive reverie i.e recollection of a positive experience, using vague terms, the person fills in the blanks, and then can imagine we must have been there, otherwise how could we have known so much about it? Like cold reading subjects forget the info they just recently volunteered, and are shocked when the cold reader repeats the same info they volunteered near the start of the session... **p64 34...monsters and magical sticks**

A computer does not have an intention / consciousness, as far as we know. The intention and consciousness inhere in the operator, the programmer, and the viewer / listener of the output of the computer.

The computer uses the two representation systems, so far, not having 'feelings'. Though it can 'detect' any bandwidth of the electromagnetic spectrum we give it 'sensors' for...much wider bandwidths than human sense organs have...and we must then recode the input of the computer sensors into the sense perception data bandwidths of human senses e.g convert infra-red heat to some form of visual or audio display, or haptic pressure / vibration output.

If individuals always responded in a "here-and-now" manner, they would probably have little or no need to be therapized. In the areas of their "dysfunction," it is a safe bet that they are responding to something other than the "here-and-now." To past experiences, imagined now, or future feared experiences, being imagined now. In the here and now most problems do NOT exist.

MHR assumptions, pre-programmed assumptions, represent the past...and produce expectations of the future...so even in the here and now there is no direct interface with TROONATNOOR...we have models / filters / etc that determine what we will actually perceive here and now, and these were implanted in the past...whoever got to us first determined these e.g whether we will be Christian, muslim, Buddhist, catholic, jewish etc...i.e which particular 'noble' lies and misunderstandings we inherited along with the rest of our holistic inheritance...

Being 'here, now' is a zen state...unknown to most of us...we are usually in some form of trance...some particular thought, fear, hope, or present stimuli, engage us always to the exclusion of all other impressions / stimuli...so we do not usually see or hear that much of what is going on around us...we are in a trance...focused narrowly on some good or bad feeling, positive or negative impression, idea, sound, sight, hope, dream, fear, ...

Meanings are inherited. We learn meanings over time. During our past. Without a past there would be no meanings. Just 'stuff'. Just 'things'. Just immediate impressions, sensations, heat, cold, bright light, hard and soft objects...no 'mother', 'father', pine tree, cat...just pleasure and relief...to have 'meaning' you need to imagine a 'pattern' of relationships...imagine 'cause and effect

relationships'...that $X+Y = Z$, and Z is pleasure, pain, or relief. So you get X is good because Y is good i.e gives pleasure or relief. Or Y is bad because Z is bad because it gives pain or removes sources of pleasure or relief... etc...these are what all meanings reduce to...pleasure, pain, relief. We imagine many patterns that are not there...gestalt metaphors...etc we erroneously conclude cause effect relationships not justified by the facts...often concluding X is good for us when it is bad, that $X+Y = Z$ when it doesn't', or that Z is good when it is bad, or that X can even be added to Y ...etc etc T vol I...

Monsters and magical sticks...MHR: We are all MK Ultra 'weapons', and participants in one huge B.F Skinner conditioning experiment. Education (especially indoctrination e.g the holocaust and religion) as trance induction / hypnosis with post hypnotic suggestions and reinforcement / conditioning (inspired by Steve Heller's 'Monsters and Magical Sticks-There's No Such Thing as Hypnosis

Teaching as a hypnotic suggestion e.g $2+2=4$, with post-hypnotic suggestion 'now remember that', with repetition as conditioning, and stimulus-response conditioning of 'smiles, yes, great work X , correct, well-done, A's for you' when you get it right, all from an authority figure ... i.e repeat it e.g 'The Holocaust is historical fact, and those who question it are evil, malicious, nasty people'...and 'frowns, wrong, X's, you're dumb, stupid, 'failed', you failure' when you do NOT repeat it ... or worse, prison, loss of career, social stigma, huge fines, in case of 'The Holocaust'...

Now, if someone were to ask you to add $2 + 2$, you would feel confident in giving the correct answer. If you were asked how you knew the answer, you might reply that you learned it as a child. In other words, the question itself caused you to go back into your personal history and find the "proper" associational connection. You would have done that instantly, without conscious awareness of the process. Another way of stating the $2 + 2$ example might be as follows: When you were a child, an individual who was an authority figure—called a teacher—stood in front of your class. S/he wrote on a blackboard $2 + 2 = 4$, and verbally repeated that information many times. In addition, s/he asked the class to remember the answer so that when you were asked to add $2 + 2$, you would automatically respond, 4. We might agree that the above transaction could be given the labels: teaching and learning. If we examine the transaction more carefully, and from a different perspective, we might also agree that it bears a striking resemblance to the classical definition of "hypnotic suggestion" and "post-hypnotic response."

MHR reinforced by parents when you bring home that 'A', and teachers positive comments...parents happy with you, may reward, or unhappy, punish...and so THIS reward/punishment schema VERY powerful, even if no rapport etc with

teacher...child will always seek this from parents even if no real rapport, sadly...so in any case, child wants to please parents, and will seek to please teacher for this reason, even if hates teacher...as teacher has this power to make parents happy with A's etc...report cards...and entire system reinforces with 'get good g rades, get a better job / promotion etc...

i.e most significant when it comes to religious indoctrination, why people THINK and FEEL CERTAIN that they KNOW many things that are rubbish...even though they know other people think, feel certain, and know, that what THEY think is rubbish, and are just as confident in the matter of their own 'rubbish' ideas...e.g 'The Holocaust' propaganda Vs actual real history...

So there are lot's of 'triggers' to reinforce the muscle memory that $2+2=4$, or 'the holocaust' happened...and lots of continual schedules of reinforcement and punishment...'good boys and girls' who repeat the lies get elected, slush funds, campaign election contributions, promotions, 15 minutes of fame on Oprah, get their books become best sellers / wildly promoted, win nobel prizes for books someone else wrote (Wiesel's 'Night') etc...

Repeat 'god' myths to become President, or at least go to congress...become mayor or ... you want to go to Cambridge Mr Hume?...or don't you? ... So everyone you see who is rich, powerful, successful, is repeating the lie...everyone in power, authority, with best sellers, academic success, acclaim, praise, wealth, acceptance, approval, sex, love, affection, status, rank, privilege, power...they ALL appear to subscribe to the same myth...the same 'social reality' e.g 'The Holocaust', while those who challenge it are destroyed, outcast, disapproved of, have their reputations, along with their careers, families, financial situation etc ruined, end up in prison, vilified, demonised, ... by the ongoing, cradle to grave onslaught / promotion of the myth...whether it be some particular version of god-ism / religion, or other form of propaganda e.g 'The Holocaust' or '911 was Arabs and hijacked passenger planes' and 'Hitler was evil' and 'Nazi's were evil' and 'Germans are evil'...

All the associations you experience trigger reinforcement of compliance with the myth / lie / belief ... you constantly see people with what you want, agreeing with belief X, and people with stuff you want to avoid / hate, disagreeing with it, going to prison, being unemployed / fired/ rejected etc...over and over...so you are bound to end up complying...collective ignorance thus leaves most people complying, even if they disagree, just to 'go along to get along'...so the numbers themselves become powerful triggers e.g 'everyone believes X, who am I to question it? Not believe?' and at minimum triggers compliance, social 'agreement' with the 'consensus reality'...all T vol I stuff... so you have the appearance of consensus, even if no-one really believes it...and the most powerful social reinforcers of it actually behaving totally inconsistent with what

they publicly claim to believe, and laughing at everyone for being so stupid in falling for their act...and believing such idiotic stupid inane fatous things...from the Catholic Priest to the President of YOUR nation...whichever that is...

Then many people feel obliged / find it easier, to actually convince themselves it MUST be right...i.e auto-trance / self-hypnotism...just to make it easier for them i.e to avoid mental breakdown, they immerse self in 'belief' and act as if it is true, so it is easier to go along to get along...actually end up convincing self it IS true...and become the 't rue believers'...just to avoid mental breakdown i.e they KNOW it is NOT true, but to go along to get along have to play along, and this is easier if you first convince yourself it is true...i.e if you have integrity, it can really grate on you to have to lie...so by lying to yourself, you reffain your sense of integrity i.e whole-ness...Vs fractured / dis-integrated ...all in T vol I

MHR we are all being actively recruited into one or more 'social realities'...the hegemonic one is called the 'social reality', and it is assumed that consensus exists by a mass media that pretends this, and a polity that pretends this, an education system that pretends this...e.g that certain 'facts' exist...that the world is flat or a sphere, depending on what time you live in, that 'the holocaust was not propaganda, but that the propaganda is 'historically accurate depiction of real events'...there are other sub-realities we call cults or religions, most of 'ours' are the products of 'Jews', from Judaism to Marxism to man-made global climate crisis tipping point'...brands are actively recruiting to you their team, to the social reality that 'Coke is the real thing', 'Real men smoke X brand of cigarettes and drink Y brand of beer, or don't', depending on the cult / group / marketing franchise / company...whether that company be called 'The Vatican' / Catholicism, or 'Zionism', or 'Coca Cola company', or 'General Electric'...what's good for MM industries is good for America...you are recruited into a nation at birth, e.g 'America', and indoctrinated with all its pro self propaganda, and anti-competition propaganda...this America is really an idea produced by the top few hundred leading families, corporations, institutions etc...and doesn't exist outside the trance called 'consensus social reality'... there are some t hings you dare not question...others you are allowed to e.g you dare not question that corporations have the right to brainwash you into consuming toxic chemicals, poisons, etc, but you are allowed to argue that brand X tastes better than brand Y...you are expected to belong to some religion, but you are allowed to argue that religion X is better than religion Y...you are expected to fight in wars, and obey your leaders in killing women and children, but you are allowed to 'feel bad about it' up to a point, as long as you don't affect the 'morale' of other trance-induced assassins...you are allowed to criticize Islam in one nation, or Jews in another, but try to criticize ALL of them, and you will find yourself unwelcome EVERYWHERE... you are allowed to hate only certain groups, defined by your mass media, depending on where you live...and what times you live in...you may hate gays in one time and country, or germans in

another, ... but step over the line, and hate the wrong people, and you become a criminal and outcast...be careful to chose the state-sanctioned, hegemonic consensus group currently defined as a legitimate target of your hate...in some countries, today, it is hard to find anyone it is considered acceptable, let alone desirable, to hate...and so the hegemons pick on new religions like Scientology, historians who challenge the WWII holocaust war propaganda, and whoever they desire you to fight the next war with, in the U.S this is Syria, Iran, and Arabs in general, though as in Germany the policy is total extinction of the German people, don't dare hate Arabs, because they are to be welcomed, invited into Germany to do the work of the hegemons in breaking down German society so that it is unrecognisable from any other ALREADY dis-integrated, divided and conquered, OCCUPIED territory...where the current consensus reality is to be replaced with division, conflict, confusion, chaos, ... to totally break down the remnants of 'German' culture and social organisation...to eliminate the very IDEA of 'Germany' and 'Germans' as a nation, and a people, as something EVIL...something responsible for both World Wars, and 'The Holocaust'...a people with an innate desire to conquer the entire world, and willing to enslave themselves to their own masters, in order to achieve this evil end, if you will believe supposed 'anti-new world order' (automatically controlled opposition if they manage to 'succeed' and flourish while others are totally starved out / imprisoned / extirpated) like Carrol Quigley, and any other form of 'controlled oppositoin' out there, not to mention the openly hegemonic dominant mass media fake news regurgitators and manufactures of mis-informed consent...

You are expected to vote, like in the U.S.S.R (Jew.S.S.R), as if your vote mattered, but you are allowed to get very excited and argue for or against any particular candidate, as long as it is one of the pre-selected candidates already bought and paid for by the hegemons to do their bidding...if people are not in a trance, then how can you explain that fact that people keep turning out to vote, when their vote has NEVER had any impact on the policies of their nation? From promises of 'no war' ending in world war a few months later, to 'no new taxes' leading to increased taxes a few weeks later...when each supposed 'opposition' party ends up introducing the exact policies the voters voted the last part OUT of office was intending to introduce...and you say we are not living in a dream world? Living in a trance? Literally flesh-eating zombies? Literally MK Ultra murder machines, in the millions, ready for 'activation' and 'triggering' by the hegemons propaganda, at any moment...to suddenly be 'activated' to invade some peaceable nation like Iran, or international law abiding, and democratic, popular regime like Syria?... and you claim MK Ultra is just some story? Some fiction? But still you will go to murder, and be murdered, the next time you hear that trigger word 'conscriptioin', and march off to your death, and to fire bomb women and children, simply because this 'trigger' is produced ... some piece of paper, delivered by a person in the right clothing, in the right tone of voice, appears at your door, or in your email, and suddenly you are activated as a mass

murdering machine? And that is normal? That proves you have free will, and live in a free society? That proves you are not some brainwashed, B.F Skinner conditioned lab animal? That you are NOT living in a trance? That your whole life has NOT been an experiment in social conditioning? In stimulus-response conditioning? In post hypnotic suggestion induction trance? When all it takes is for the 'trigger' to be 'fired' by some 'anchors', such as a written document ordering you to appear for induction into the mass murder machine, and you, like a dog salivating at the sound of a bell, immediately activate that post-hypnotic suggestion 'obey' ? And you are NOT living in a B.F Skinner conditioning experiment? Called 'Society'?

The moment they 'trigger' you, you suddenly HATE people you have never met...while you may have good motives for murdering your boss, or someone who has done you harm, you will instead feel a sudden unleashing of all that pent-up, justified hate, for all the wrongs your society has done to you, and be given a legitimate target for expressing it / for projecting it onto people who have never, and would never have even thought of, harming you in any way...and you say you are NOT living in a bubble of social reality?

You laugh at the 'victim' of the hypnotist during the entertaining stage performance, as they suddenly start barking like a dog, just because the hypnotist has clicked their fingers...after the trance induction and post hypnotic suggestion that they do this...while you, at the whim of some people called 'government', waste years of your life, risking life and limb, in order to go somewhere to murder men, women, and children, and then spend the rest of your life paying taxes to pay for that 'war'...and you tell ME you are sound of mind? That you are in control of your own mind? That you have free will? That you live in 'the free world'? That you live in a free nation? That other people are jealous of YOUR freedoms? People who you are going to murder, in the most horrendous, painful manner, simply because some people you have never met, or maybe only seen on television, have apparently SUGGESTED you do? Remember, the recent wars were fought by ENLISTED military personnel...they VOLUNTEERED...someone SUGGESTED they volunteer, to commit mass murder, and they DID...imagine THAT...now tell me you are NOT curious about HOW this state of affairs came about. Or will you continue in denial? Continue fighting a few elite's wars for them. Like some game. Like some commercial business transaction. Which YOU pay for. Not just with sacrifices before and during the wars, but for as long as you live, in repaying the costs of those wars...

Ideas, beliefs, possibilities, fantasies, and much more, are continually being "suggested" to you from birth to death, and you have been accepting these suggestions. Some have been authoritarian of the 'directive' kind. Others have been associated with warmth, rapport, e.g the loving family, kindly priest,

generous educator kind...as soon as you begin acting upon these, your mind wants to feel in control, and will justify the actions with some explanation / justification e.g I hate X because X did this...etc...When you go to war, it will not be simply because someone told you to, but because 'we are fighting an evil enemy, the enemy of everything I love, the enemy of freedom and justice...we face an immediate and huge threat...I am defending my nation, my family, my god...It is a fact that if you can get someone to DO something bad or nice to someone or thing, they will then post-retrospectively re-define that person or thing accordingly as worthy of that act, as good or bad, and thus have justified your action...and this new belief / definition of them will become embedded / implanted / imprinted, and become muscle memory, automatic, natural, ... beyond rational debate...accepted...a BELIEF...which you are then emotionally invested in, and will seek to justify / prove / get agreement for / find agreement for/ find examples that support it / find ways to justify / rationalize etc it...so you will filter out examples that contradict it, and actively seek out anything you could possibly distort into being a 'support' or 'proof' or 'evidence' for what you believe...beliefs are mostly irrational...emotional...post retro-sepctive rationalisations for something programmed into your head by others i.e propaganda / conditioning, or to justify some act you carried out...were tricked into by someone e.g you were tricked into fire bombing thousands of women and children in a foreign land, and so either you are evil yourself, or it was 'justified'...of course who wants to define themselves as an evil murderer? Or a really gullible puppet? That their acts were horrific and evil? No-one. So they accept the propaganda given to them as the original justification, and invest in it...WANT it to be true...because if it is NOT true that the germans were monsters, then what would that make the U.S bomber pilots who fire bombed Dresden? Etc etc etc...Please think about it before YOU become the next mass MK Ultra killing machine, and find yourself in the same situation i.e of either having to admit you were fooled into becoming the incarnate of evil, or going along with the propaganda...for decades afterwards, including 'The Holocaust', and then finding yourself, or your own children, repeating the same horrific scenario, and going off to murder women and children for the same people, with NO way of stopping yourselves...no more self-control than the stage hypnotists 'victim' making a fool of themselves acting like a dog just because someone suggested they do...

So this is an answer to that old question '... 'can you hypnotise a person to commit a crime'...what a joke...we have thousands of years of human history proving just that...that you can 'hypnotise' people, via lifelong conditioning, to commit the most atrocious acts of barbarism, in the name of 'civilisation', and 'freedom', and a 'god' of love...

And still people will 'debate' about some silly university experiment where people gave 'fatal' electric shocks to other participants, about whether people will commit crimes just because an authority figure directed them to !!!

If THAT does not prove to you that we are all living in a trance condition, what will? Open any history book and look at the horrific acts we have committed against one another, simply because someone 'directed' us to, or simply 'suggested' we do e.g conscription and enlistment...and we have the age old question answered...why do we continually go to war? ... it is because of what I have been fighting with my TROONATNOOR writing all along. We are all living in a trance state. In a social reality. We are being conditioned to respond to suggestions, and authoritative commands, from birth. We are ALL MK Ultra 'weapons' for the hegemonic ruling classes who control our mass media, our education/indoctrination systems, our laws, our governments...and it is time to wake up from our dogmatic slumbers...from our trance state...to free our minds...to start living in 'reality'...to escape the social reality, consensus reality, 'bubble' we have been raised in, like some B.F Skinner conditioning experiment...in which WE have been the 'guinea pigs' all along.

Several times, they may become a conditioned part of your behavior. In addition, under certain circumstances, a conditioned response can be established in one trial without repetition, and without "practice."

As J.D Salinger noted, we are not the same person we were a minute ago. All our impressions accumulate, and (ideally) modify each other in interaction...some beliefs / definitions / stimulus-responses are reinforced, others weekend...we may become more or less of anything e.g anxious, confident, angry, motivated...we construct meanings 'one off' from powerful experiences / traumatic events or gradually, by observing / ascribing patterns to interactions...we require memory for this...to construct a pattern ... i.e antecedence and precedence required for construction of 'cause-effect' relationships...David Hume...and even notion of Humean uniformity i.e expectation that pattern will continue...assume this...as logical progression 'ascribed' to interactions...consistency...predictability...etc

You can 'suggest' something with words, symbols, gestures, tone of voice, facial gestures, body posture, a certain 'look', tone, gesture, ... i.e hypnotism / trance does NOT require direct verbal commands or verbal suggestions...most trance inductions use music, images, and all these more subtle suggestions...e.g that brand X can make you sexier, richer, more acceptable to others, ... without a word being uttered or written...using images...military marching music has no words...the 'drummer' in old wars effected a 'feeling' of 'courage' in the listeners, or 'patriotism'...Most suggestion is done without 'linguistics'...directly

bypassing the Linguistic / rational centers, and affecting the neurology directly...suggesting emotions like hate, love, happiness, confidence, satisfaction, joy, acceptance, approval, self-esteem, etc...directly...completely bypassing any 'rational' brain centers, any logical judgement...reason...the 'higher faculties'...hence the ancient fear of the power of music as 'entrancing' people, and leading them into 'sin'...

Subconsciously we can be manipulated with such non-verbal suggestions...after a life of conditioning...of stimulus-response training...of trance induction called 'the hegemonic social reality', in which it is suggested, and reinforced, that this hegemonic social reality is the only REAL reality...that any other competing belief systems are erroneous, even evil, and either the work of the devil, or some of malicious conspirators with bad intentions...whereas your own 'masters' are well intentioned...have your interests at heart...are competent, wise, all knowing, all seeing, and have graciously, benevolently, taken you under their protection, to protect you from the 'evil' and 'bad' people out there who will try to trick you into thinking war is NOT necessary, 'the holocaust' never happened, money is fraud, debt is unnecessary, slavery is unnecessary, god is a myth like all the other gods that came before him/her, that you should be allowed to think for yourself and base your opinions on your own direct experience, and the compelling arguments of 'philosophers' etc...

If we are to solve our problems, we must work out which ones are 'real', and which ones have been hypnotically implanted in us as part of the trance induction called 'socialisation' and 'education' ... therapeutic trance inductions can be used to find out if we are responding to the here and now reality, or whether this is merely triggering some imprinted / conditioned / engramic response to a past traumat / interaction / experience / suggestion / hypnotic-transaction that took place in an institution, as part of the official conditioning process all 'citizens' are compelled to participate in, e.g education ... legal systems...mass media...propaganda...or as 'accidents' e.g traumatic events, chance words / interactions uttered by parents etc i.e significant others ... any and all of which could be responsible for having implanted, over time, through reinforcement and deliberate conditioning, or in one-off 'one-shot' imprintings...such as very exceptional, often traumatic, incidents...e.g phobia of all dogs imprinted by one incident of one dog bite...or mother saying 'never spend money on girls'...or 'you are responsible for your father leaving us (in these terrible conditions we / I must now suffer)'...etc...often forgotten as 'repressed' to the subconscious...but constantly being 'triggered' ... thus giving rise to actions / behaviors / moods/emotions that seem totally irrational to others vis a vis the objective situations the person is 'acting out' in...e.g terminally depressed though very 'successful' in every way e.g sex life, romantic life, rich, famous etc...but sad? Despairing? So ascribed 'imbalance in brain chemistry', when really the feeling is being triggered by some past 'suggestion', implanted in a one-shot incident, or over

time, by reinforcement e.g. 'you are guilty of' 'it is your fault...' 'you are a bad person'... 'you are unacceptable, unwanted, undesirable, rejected...unworthy of happiness / success etc...so success itself can trigger despairing depression, as it triggers all these past imprints...leading to anxiety that 'I won't be allowed to be happy, as I don't DESERVE to be happy, so something horrible is going to happen...so I better sabotage my own happiness now, before something worse happens i.e I am punished for being so happy etc....so common or?...

Of course the mind wants to believe it is in control...has free will...so it will find ways to 'legitimate' this feeling e.g maybe even doing bad things that deserve punishment, failing, doing bad job, getting in trouble, just so the 'reality' now matches the feeling i.e legitimates it...e.g I feel worthless, so if I do bad stuff so I really AM worthless, this feeling will be legitimate i.e like post retrospective revisionism...make reality fit the subjective feeling, by creating conditions in which it appears valid...I am guilty...I FEEL guilty...if I commit a crime it will make sense.. and now once more the mind feels back in control...with free will...it has given itself a 'rational' for that feeling...like low self-esteem leads to dressing badly, bad haircuts, poor nutrition, poor posture, etc etc so end up being rejected i.e people see you as you feel yourself to be...and so your mind can now feel it has 'free will'...as shown in so many experiments in 'Convergences'...i.e mind wants to feel in control, so will take responsibility for actions of subconscious...will construct narratives that put it back in charge i.e 'I did X, because I wanted Y, when in fact the real motives were subconscious e.g I sabotaged my happiness because I had 'learned' in a one off incident, or over time, that I am unworthy of happiness e.g I made my family miserable, my dad left us because of me, I am a burden, I am guilty...Edipal complex etc...fear of exceeding achievements of own father...etc...

But if you find out how the belief got implanted in the first place, you can replicate a similar experience which implants a more optimal belief...i.e don't argue with irrational subconscious motive...replace it...find out what 'language' it used i.e representational systems, to program / implant this stimulus-response, and then use the same system to replace it with a generative / positive / productive/ more optimal belief...don't try to REASON with it...it is NOT reasonable...it is emotional...hysterical...an engram...an implant...a suggestion...a directive...that was implanted over time via repetition, in that trance condition known as 'family' and 'school' and 'mass media', or by some powerful, one-off 'association' implant e.g One X did this, so now I will fear all X's'.....you can LEARN instantly, and so you can REPLACE that lesson instantly, using NLP quick phobia 'cures' etc...

Words, and other forms of communication, may cause an individual to turn inward and create a hallucinated world to which the individual responds, one in

which choices are reduced or excluded, and the individual is conditioned to respond in set ways.

This is what we call 'society'. Socialisation. Education. Propaganda. This is what TROONATNOOR is struggling to help us all break free of.

In other words the compulsive neurotic is behaving 'as if' responding to some suggestion / trigger, in the same way as a hypnotized person, or an animal in one of B.F Skinner's conditioning experiments. So now we see the possibility of replacing the conditioned set of responses with a new set of responses. Ones that do not harm, limit, etc the person. Each person will respond with their own unique set of responses to any given hypnotic suggestion, and POST-hypnotic suggestion, just like in real life neuroses, compulsive obsessive disorders, phobias etc...so the neuroses can surely be identified as a form of post-hypnotic suggestion...conditioned over time, or 'implanted' by a one off experience...a form of 'hypnotic experience' or 'trance induction' of the everyday sort. Either planned by the 'authorities / state / institutions / religion / mass media', or 'accidental, occurring during the usual course of events, often traumatic, or dramatic in nature, but also more subtle, as in non-verbal child-parent interactions i.e what is NOT said, what is NOT offered e.g acceptance / approval / love, and what is hinted, and often conveyed in sarcasm, and neglect as much as active abuse, what is NOT said that NEEDED to be said, and done ... but wasn't...which itself is often a more powerful communication than any other...

Freud defined amnesia as the repression of traumatic material that the ego (I might call it the conscious mind) is not capable of handling. If we accept that definition as accurate, it would be safe to assume that the traumatic information is still there, but the individual has no conscious awareness of the trauma. If that trauma is still there, then in all probability the affect and the consequences are still active. However, due to the amnesia, the individual will experience unpleasant feelings without knowing their source. Since people do not like not knowing, they find something in their external reality to blame. That "thing" may be totally unrelated, symbolic, or it may contain a feature that reminds an individual, unconsciously, of the original trauma. The individual may then react with what some psychologists term the "as if" affect: responding to a current situation with responses and feelings as if they were responding to a past situation.

Posthypnotic amnesia is a well known phenomena, with people forgetting that a suggestion had been made, while in the suggestible, hypnotic trance. So Freud's idea of repression and conscious ignorance / amnesia of the imprinting incident/s, is consistent with everything else we know about trance.

While doing research on hypnosis, a professor of psychology induced a somnambulistic trance in a subject. The subject was capable of the most profound

hypnotic phenomena, including posthypnotic amnesia. The thrust of this research was to test the theory that, upon carrying out post-hypnotic suggestion, the subject would re-enter the hypnotic state. While in this somnambulistic state, the subject was told that when a clock chimed 10:00 P.M. at that evening's faculty party, she would remove one of her shoes, place it on the dining room table, and put roses into the shoe. Further, it was suggested that she would have no memory of the suggestion, it would appear to be her own idea, and she would feel compelled to finish her task. "A very interesting thing happened on the way to the forum." While she was carrying out the hypnotic suggestion, the professor asked her what she was doing. She replied that her husband had given her a beautiful crystal vase that looked just like her shoe and she had never known what to do with it. She went on to state that it had suddenly dawned on her how to arrange flowers in the vase and she had to try it in her shoe before she forgot. While her explanation appears absurd, she acted as if she believed she was telling the truth. As the professor tried to explain to her how ridiculous her story was, she became anxious, agitated and very defensive. The experiment was terminated due to her extreme anxiety and discomfort.

This is completely consistent with all the T vol I evidence I collected and presented on the conscious mind taking responsibility for actions that it played no part in e.g writing a narrative to 'explain' actions it did not initiate. As if it executed some plan of action, rather than being the 'puppet' of some other force. It hate the notion that it does NOT possess free will. It becomes very agitated and anxious when threatened with the full disclosure that it does NOT have free will. That its actions are determined. And any time you come close to bringing this fact to the conscious mind, it becomes very disturbed, defensive, even denying facts, distorting them, filtering them selectively, trying to reconstruct a narrative from the facts consistent with its desire for free will, self-determinism...to the point of emotional desperation...maybe accounts for many neurotic symptoms...and people subconsciously producing the conditions / situations that would 'make sense of' their otherwise irrational behavior / emotions....eg if everyone now approves of them, applauds them, loves them, but they feel miserable, defective, unworthy, unacceptable, rejected (this suggestion having been implanted / learned decades earlier, and still resonating in the subconscious parts of the organism), then they may commit terrible acts to provoke people into behaving consistently with their subconscious self-definition as being 'unloved' etc...a 'failure', a bad person...and so that now their condition makes their feelings appear rational, and convergent...now they feel hated, and people DO hate them, they are relieved of the cognitive dissonance...the lack of integrity...the contradictions between how they felt, and how the world treated them... and now life makes sense again, they feel more comfortable, and do not have to challenge the conditioned reflexive responses, the suggestions, the post-hypnotic suggestions i.e as emerging long after the incident/s that produced / implanted them...

FEAR OF HEIGHTS An example of one hypnotic technique I use along with a partial case history should illustrate how the above fits together. A woman in her 50s had a terrifying fear of heights. She "knew" it was because she had fallen off a five-foot ladder at about eight years old. I told her if the ladder was the cause, then anyone who fell off something five feet high would have the same fear she had. I asked her to close her eyes and see herself climbing a ladder until she felt all the fear and to signal with the first finger of her left hand when she was in touch with that fear. I observed her facial expression, breathing rate, and general appearance. As she evidenced a state of fear, I touched her right arm lightly and said in a slow, even tone: "Hold onto that feeling, and remember when I touch you, you can experience the fear immediately." I then snapped my fingers and said in a faster pace, "Replace that picture with one of beautiful flowers, smell them and feel the pleasure." I observed the changes until she appeared calm and relaxed. I then told her that, when I touched her arm, she would feel the fear and, as if watching a slide projector, she would see scenes clearly going back to the source of that fear and to signal when there. When she signaled, I told her to let go of the uncomfortable feeling as I snapped my fingers and to watch as if seeing someone else until she saw and/or heard something that connected for her and that she wouldn't return to conscious awareness until that connection was made. After approximately five minutes, she opened her eyes and told the following story: When she was about five, she had a friend who used to climb on boxes and jump off. Her mother caught her one day and told her that one day she was going to break a leg and it would serve her right. Her mother also said that would be a good thing because otherwise she would fall off something high and kill herself. That was a powerful hypnotic suggestion planted beautifully. When she fell off the ladder, it was the same as shining a red light and having the subject raise a hand. From that point on, in her mind, the next fall would kill her and she had no memory of the "suggestion." She then protected herself by developing a phobic reaction to heights. If she avoided heights, she wouldn't die. None of this makes sense except in her mind; there it was real. The resolution of the problem was accomplished by having her close her eyes and see herself as an army demolition expert. I then touched her arm and told her to "see" all those fears as time bombs and safely blow them all up; that she would then feel the pleasure of the flower and see herself in the garden and to signal when she completed the task. When she signaled, I told her that she would arouse herself bringing back those good feelings. With that, I snapped my fingers to remind her of all those good feelings.

Having someone blowing up time bombs doesn't make any more sense than the original hypnotic trauma, except it works. I have observed people evidencing severe anxiety and then a deep sigh of relief when they have finished. Later, many have told me that they were less afraid in general and were responding more comfortably to what had been their problem area. If we again grasp the concept that the problem is really a metaphor, then blowing up time bombs is simply the right tool for the right job, metaphorically speaking.

Our past conditioning as suggestions / directives given in trance states e.g boredom of school, excitement of television / movies / novels / sports events half time military recruiting / religious rituals-churches ... all as form of programming ... e.g television PROGRAMS ... sports PROGRAMS...theatre PROGRAMS...programs are like count-downs and targeting programs on guided missiles...the fuel is the motivation i.e fear and desire, pleasure and relief, hope and anxiety...the emotions that motivate us to act on the programming...which has become 'self-evident', natural, normal, obvious, i.e sub-conscious, taken for granted ideal goals / objectives e.g don't lose face and appear stupid, 'a coward', selfish, ignorant, 'evil', 'heretical'... so when the trigger is pulled 'enlist now to stop the fiendish Bosch from taking over the world, and throwing babies out high rise windows (WWI Hollywood, or old men in wheelchairs if you are Spielberg making WWII and Zionist 'we are innocent victims not terrorists' propaganda)

Fear of death, failure, loss of face, embarrassment, rejection, abandonment...fear as a trance state perfect for implanting suggestions, subliminal and blatant, subconscious and conscious...

Consider the case of a young woman who couldn't say "No." She was labeled nymphomaniac. Hypnosis revealed that, as a child, she was expected to obey without question. Her mother would fly into rages if she didn't. One day, she said "No" to her mother. Her mother beat her and she fell back into a stove and was burned by hot water while her mother screamed, "Don't you ever say 'No'!" As a young woman, whenever a man asked her for sex, she would always say "Yes." Without even knowing why, the fear of saying "No" was so great, she carried out the hypnotic suggestion by saying "Yes."

Freud was quite familiar with young men who, every time they got close to being better than their father, sabotaged themselves so they'd never figuratively 'castrate' or 'kill' their father, and related it to the deeper Edipus complex, as the real 'fuel' behind this destructive behavior, often literal 'explosions' resulting in the young man ruining his own chances of happiness and success, over and over, without consciously being aware of the motive.

Fear is an emotion. Often without any rational, reasonable, basis, such as in many phobias, or the terror I experienced the first time I tried to make a prepared presentation to my small English class in H.S. It is easy to produce irrational fear with lies called propaganda and fake news, and tales like 'The Holocaust', just as parents used to use those children's tales of terror to scare their kids into not sucking their thumbs etc...

Fear can block the effects of pain killers, and Dentists are aware that a highly fearful patient has a much higher than usual risk of dying under anaesthetic, requiring a higher dosage to overcome their fear.

Fear of rejection, abandonment, ostracism, being socially marginalised, all fundamental to power of 'praise' and 'criticism' from significant others and peers...we all want to belong...it is scary being alone...we need others, so we are vulnerable to their suggestions...the fear putting us in trance as much as the good feelings of praise...so that we are, by nature, highly suggestible, especially during our most vulnerable, formative years...which is why every brainwasher can't wait to get your child into some institution as soon as you will let them...and will condition YOU to comply with these demands...get the children, and you have the adult primed, conditioned, locked and loaded...like any good MK Ultra sleeper agent just waiting for a activation...for the 'Uncle Sam needs You' recruitment poster, the 'Half-time Super-Bowl recruitment campaign on television, or to accept that a piece of paper called a 'call up notice' has some overwhelming magical power that it is impossible to resist, as if 'conscription' were a law of nature, or 'god', rather than just the typed print of some Bureaucrat in some office...

The same goes for religious indoctrination / suggestion / programming...just walk into a 'quiet' school classroom or church, and see what impact it has on you...what sort of 'trance-states' it induces in yourself, and those around you...e.g. have you ever considered calling out during a Sermon or school lesson? To contradict something? At very minimum you meekly put your hand in the air and wait to see if you will be 'allowed'...

How many times do 'bad' parents criticize their kids saying 'Oh, you're just like your father', or worse 'Your father left because of YOU', openly and tacitly, by their manner, communicating your guilt for everything wrong with THEIR life, and the family problems...the need to be perfect to avoid their wrath and condemnation, and maybe gain a tiny bit of acceptance, approval, and who knows what miracles may happen, love...or at least avoid their rejectin, disapproval, beatings, neglect, and even literal abandonment...is it any wonder most children end up following their parent's 'choices' / 'suggestions' re: religious affiliation, socio-economic-status group, and political affiliations, though they may appear to consciously 'rebel' in their youth, only to return, often to return to the 'comfort zones' they have been programmed into, by suggestions, conditioning, and where they feel they 'belong', and are 'at home'. Even reproducing abusive relationships and terrible family dynamics lets them feel 'at home' in their 'comfort zone', because it is 'what they know'...which is, as Virginia Satir believes, THE most powerful motive underlying ALL human behavior and interaction...the desire to reproduce the FAMILIAR...FAMILIAR...so it couldn't come as any surprise to see inter-generational reproduction of all the dysfunctional family dynamics we like to laugh at on television sitcoms like 'The Simpsons', but which in real life lose their appeal, and are merely painful, miserable, soul-crushing, potential destroying, life-denying, death affirming, nauseating, despair-filling, depressing, destructive, etc...

If religion is a taboo subject for you to work with, simply consider why one child spells DOG as HUNDE? As Heller reminds us, isn't that just stimulus-response conditioning? The acting out of a post-hypnotic suggestion after leaving the trance-induced state called 'school'? Why does one person believe one stupid idea and another a different one? And why so many different stupid ideas? When they all claim to have come via 'divine revelation' from the same god? It is clear that it is nothing more than conditioning. Leave people to their own devices, and see how many reproduce the entire rule-book of Moses, or re-write the Koran, or Book of Mormon, on their own, with god to inspire them...these are all works of many minds working together to construct a fiction that is compelling...but ONLY when trance has been induced by FEAR of hell / punishment / ex-communication (being abandoned / rejected / ostracized LITERALLY from your society and ALL other members of your human group), and all the lovely rituals we associate with religion, from chanting, incense, humming, singing, huge interior spaces, icons, lights, images of 'holy' people and saints...etc etc...

A subject in deep trance / hypnotic state, will react as angrily and defensively to any suggestion that what they are experiencing (what it has been suggested they experience) as any religious zealot, when challenged about the reality or otherwise of their beliefs. The two sets of beliefs are of the same nature and quality. Illusory to all but the person experiencing them. Unless of course you manage to induct a large group into the same hypnotic state and suggested experience. That is, basically, what 'social reality' is. What 'cults' are. All religions are cults. All social groups are a form of cult. The difference is only a factor of how many people you manage to recruit to YOUR cult. If you get millions of people, it is given the respectable title 'religion'. Or 'nation-state'. Or 'Western Society'. Or 'humanity'. It is just a question of getting people, at birth, and continually immersing them in a soup of suggestions, positive and negative reinforcement for compliance with these suggestions, and then 'institutionalising' these beliefs as 'education systems' and 'religions'. How easy this can be done is proven by 'The Holocaust' illusion most of YOU accept as reality. Or that a piece of paper, or the words of an authority figure, can compel you to devote months to training, so you are competent to burn alive thousands of children, women, and men, you have never met, who never harmed you in any way, and never would have even thought of harming you, EVER.

You don't believe in 'magic spells'? ABraCAdabra? That words have power? That we ALL live in trance states of varying 'depth'? That most of what you consider 'reality' was merely something suggested to you early in your development, and continually reinforced with positive (rewards) reinforcements and negative (punishments) reinforcements? Until you accepted a 'social reality' one step beyond your 'subjective reality' of your own experience, and far from any potential 'objective reality' that might be perceived under 'ideal' conditions of inquiry, in which there was no-one influencing you, suggesting you 'interpret'

and 'experience' things any particular way, offering you inducements, carrots and sticks, for 'conforming' with THEIR definitions and interpretations of TROONATNOOR. Imagine if NO-ONE profited from 'The Holocaust'. Would it exist as a 'social reality'? As a revision of the true history of the Jews during WWII?

Who benefits. Cui Bono. That is the question you must ask yourself, if you doubt that anyone could possibly have a MOTIVE for leading you astray. That any group could possibly think so far ahead as to plan for your indoctrination, from birth to death. Consider the power, wealth, privilege, and luxuries enjoyed by the Vatican in its day. And by ANY cult leader. By ANY leader of ANY group. By the priests of old. Even today they enjoy 'privileges' like immunity from the law, immunity from taxation. Billions of people STILL suffer under the influence of the malicious / self-interested suggestions of religious leaders, cult leaders, political leaders, and most importantly, those who control the mass media and entertainment industries.

Many people are calling 'The Holocaust' the new religion of the Zionist Jews, as it embodies all the typical qualities of a religion. The mass induction of a social reality. A trance state. A hypnotic state. Watch the stimulus-response when a Hollywood director places completely fictional characters and situations on the screen. Just say 'The Holocaust did NOT happen', and see what a barrage of emotions are triggered. As if you are torturing puppies. When all you are doing is stating a fact that can easily be demonstrated. But try 'demonstrating' i.e. 'proving' to the hypnotized person that the tigers that are hungrily circling them, waiting to pounce, to tear them to pieces, are NOT real, but actually positive hallucinations. And then when that same person INSISTS they cannot see anyone in the room but YOU, when you KNOW there are 20 people standing around, that these 20 people are REAL. You will get the same angry, defensive, emotional responses as when trying to show an 'Holocaust hoax denier' some important piece of scientific evidence, some piece of historical fact, like the admission by the Soviets that they found NO gas chambers in Auschwitz, except that used for clothing, and that THEY constructed what people are today shown as being 'Gas Chambers'...and that the bricks in these same 'gas chambers' supposedly used to kill people, contain NO residue of Zyklon B, no stains of 'Prussian Blue', whereas the chamber used for clothing is literally SOAKED in Prussian Blue and Zyklon B residues.

That we are dealing with EMOTIONS and not REASON, with IR-RATIONAL subjects in both these cases, i.e. the positive and negative hallucinations of the hypnotized subject, and the 'Holocaust believer', becomes clear as soon as you try to introduce reasoned arguments. Facts. Historically proven evidence. Documents. Scientific reports. Chemical analyses. Statistical calculations. Aerial photographs. Factual Data. To EITHER of these subjects. They simply DISMISS

them. For they already KNOW what is real. They will NEVER attempt to refute, using facts, logic, or reason, your arguments. As they have BYPASSED reason. They are NOT rational. They are reacting compulsively to suggestions made to them in some level of trance.

Remember, the trance can be explicitly induced, in a few minutes, or slowly, gradually, and unobtrusively 'built-up' over years of exposure to the desired 'social reality', the 'suggested' 'reality', in the form of subtle and less subtle 'hints', 'suggestions', 'directives', all of which are positively and negatively reinforced from birth to death...with anyone who dares publicly challenge the hegemonic social reality 'suggested' to all members of that society being publicly ruined, economically, socially, and even imprisoned, often for more than a decade, simply for publically announcing that 'The emperor is naked', that the 'social reality' 'suggested' is full of holes, flaws, inconsistencies, defects, deceptions, etc etc...

The sad thing is that, give people a faulty, delusional 'map' of the world, and they will often follow it, no matter what the consequences. Consider the history of WWI trench warfare if you doubt this. If the map people have in their head, which has been carefully implanted there, shows a bridge joining two cliffs, then millions of people will walk off the edge of the cliff, to their deaths, even as they see and hear the people in front of them falling to their deaths, wailing and screaming in panic, fear, and pain. They will simply negatively hallucinate / deny these sights and sounds, and continue to 'cross the bridge' to their own deaths, carrying their children with them. FACTS people. I am not exaggerating. Look at ALL the wars of the past. How many of them made any REAL sense to anyone involved, apart from the financiers who gained unimaginable wealth and power from them?

Consider the trance state called 'I am in debt'. 'I owe money to the bank'. When that bank LITERALLY just typed some numbers into their computer program, which then added that 'debt' to YOUR account. Not even growing money on trees is easy enough for the Banksters. First they got control of the printing presses, to print their own money, a.k.a 'The Fed', a.k.a 'Central Banks', and today they just sit at a keyboard and 'create' 'money' i.e 'debt', from nothing. But YOU end up a slave to that imaginary 'debt'. You prostitute yourself to pay it. YOU murder children, women, and men, to 'service' that debt. You will sell your soul for that 'illusion' called 'money'. Something that DOES NOT EXIST. Literally.

Belief systems, noetic structures, are the maps by which we navigate our worlds. Few people stop and consider that 'the map is NOT the territory'. Some great minds like David Hume demonstrated just how far the map strays from the reality. Lesser minds spontaneously noticed a few errors, that the map was not

the territory, while failing to go as far as Hume travelled in his thought experiments and interrogations of the map as a supposed representation of reality, but people like Bandler took some baby steps. Enough of them to step a little to the side of the 'social reality' sphere, if not, like Hume and myself, totally escape it.

My TROONATNOOR books allow YOU to escape the mind-prison called 'social reality'. If you dare. If you will, for one moment, allow me to break the trance you are in. WHACK. That's my metaphorical 'ZEN whacking stick'. I used 'arguments' instead. My own version of Zen 'koans'. See 'TROONATNOOR Vol. I' and 'Convergences' and 'Religion' if you are dissatisfied with the results of your TRANCE STATE and socially implanted SUGGESTIONS.

The maps you live your life by are not only misrepresentations of the reality, the terrain they claim to accurately depict, they exclude huge amounts of data you would need to live a truly satisfied, joyful, rewarding, creative, positive, life-affirming, LIFE. TROONATNOOR fills those gaps, removes the lies, the distortions, the errors, that make you current maps so terrible guides. For your current maps are leading you into debt slavery, once more, and once more, into war.

N.B that the fear etc responses to the suggested hallucinations are as real as they would be for the 'real' thing...e.g Jews fears of 'the Holocaust' repeating...do they fear it? If so, why do they behave so badly? Not give up their Semitism? Racism? Racial supremacist ideology? Criminal acts in Palestine? Banksterism? Excessive lobbying of Congress? Intrigues? What other 'people' would be so bold as to blow up several huge buildings in the middle of New York City, in the middle of the day? And attack the top military institution i.e the Pentagon, at the same time? And these people 'FEAR' something? Or is it they were put in camps for VALID reasons?

You can 'suggest' / hypnotically induce a temporary belief, but for a short period of time, deliberately via trance induction / suggestion. In the real world these 'suggestions' are the product of associations, often repressed, and not available to interrogation / rational rejection...and often 'one shot' inductions e.g phobias usually induced, naturally, during 'one-off' events...but endure for life if not 'corrected'...a.k.a historically revised...'revised'...like the new 'corrected', 'updated', 'improved' version of an existing publication is termed 'the new and revised webster's dictionary / Office training program etc...i.e errors found and removed, updates added, the latest developments included, to make it better, more functional a.k.a 'revised' as the REAL meaning of 'historical revisionism' i.e correcting and improving upon our understanding Vs the Zionist 'spin' mass media distorting 'revisionism' to mean 'fake news'...

Absurd how many writers go only as far back as Bandler and Grinder, as if the idea that we do not directly experience the world, but rather through the filters of our representation systems isn't as old as Zen, Schopenhauer, Buddha, The ancient Greek philosophers, and my fave Dave, Mr Hume himself. It doesn't help that Bandler cultivates this like L.Ron Hubbard did his own 'image' as a unique innovator rather than a 'borrower' of Freud, et al...coining new words when the existing terms were apt already, simply to 'throw off the scent' of association with the 'originators' of his supposed 'own' ideas...'insights'...etc...while he deserves credit for his modelling, and very elegant 'methods', he could be more honest and transparent in the sources / inspirations of his work, giving credit where it is due...and also devote more time to explaining ...writing...which any writer knows is really hard, lonely, demanding work...and most people avoid where they can, and simply hope people will 'get' what they are trying to explain from what they do...rather than actually testing it...interrogating it...making SURE it is clear and ANYONE could copy it...of course that might hurt business, and reduce some of the 'shine' or 'halo' around THEM...etc...

As I took great pains to explain and describe in my T books, belief systems are at least as much about negative hallucinations, what we exclude from our world view, and do NOT see, hear, include in our models, as it is what we positive hallucinate i.e add to our model without rational, scientific, reasonable justification e.g 'god', 'the holocaust', just because someone told us to...a.k.a 'suggested' we do...'directed us to'...as a hypnotic suggestion...which remained by continual reinforcement, continual re-suggestion...like a post-hypnotic suggestion...we 'own' it...forget where it came from...how we came to 'believe' this and 'why'...the 'why' is mostly retrospective post rationalisation...once you can get someone to 'give money to the church' their own conscious mind will want to justify this as logical, rational, reasonable...otherwise what a fool it has been...it is a known fact that if you get someone to help or harm a person or cause, they will then retrospectively post rationalize this action, as having had some GOOD reason...as being justified by something concrete and reasonable...like in the 'free will' experiments done with open brain surgery patients described in 'Convergences'...

Why do YOU believe 'the Holocaust' happened? Try to work out why you have the 'feeling' that it 'certainly did'. Compare this certainty with the same feeling someone who believes something YOU find absurd experiences. Ask THEM how THEY came to THEIR feeling of certainty, of 'FAITH', of belief...what you will find is usually a very long series of suggestions, which go back way before the 'rational' part of their mind became competent at evaluating / judging arguments etc...to a pre-rational time...their infancy, childhood...and then tell me how many people, after this time, are ever actually taught how to think? How to reason? How to judge? To work out which arguemtns are compelling and why? Did school teach you any of that? Even university? By that time you are so

fully invested, emotionally, in your 'beliefs', that your conscious mind will employ every possible trick in the book to deflect, deny, distort etc your later experiences and ability to interrogate reality, so that the earlier beliefs tend to remain fixed...protected...defended to the end...

Once you 'step outside the social reality bubble' you notice things you never had the chance to because your own defenses were so active and clever.

Consider how a block of marble can be chipped away at to 'reveal' any form...and by chipping away further, that form can then be totally altered...from demon to saint, from beast to angel, from beauty to ugly ... it is as much what we 'remove' from the host of possible impressions that surround us, demanding our attention, as what is added by suggestions e.g the equivalent of putting clothing on that statue, glueing bits on...interrogation would reveal them to be 'augmentations' of reality i.e 'lies' / fakery / tricker / costumes ... and over time they usuall wear out, leaving the bare stone, unless they are constantly newly decorated...the lie re-produced.....the social reality re-produced...

In areas in which they are evidencing pain and dysfunction, their belief system, in that area, is either "the problem" or prevents them from finding the solution...the reason you should CARE about these facts... they are NOT harmless, like comforting children with noble lies about their beloved dead pet, or family member. Very FEW so-called 'noble' lies are at all noble. They may SERVE the interests of people who define THEMSELVES as noble, but they are usually no more noble than the thief, rapist, or murderer with a 'sense of entitlement' to rape that person, possess someone elses property, or have 'their will be done'...whatever the victim believes / desires , has a just right to...

Plato lost his credentials as 'philosopher' the moment he suggested that the 'state' had a right to lie to the people it was supposedly set up to protect the interests of...a lie is an act of violence...in his case it was to enslave the 'citizens' of his 'Republic' to serve the will of the 'masters', because he couldn't trust the 'citizens' to know what was best for them, themselves...and somehow imagined that power would never be abused...when he was abusing it, himself, from the very start...to make his own life easier,...to avoid having to convince people / persuade them, via reason, of the 'truth' of his own arguments...from there it was a quick, dirty slide down into the valley of the shadow of death...'for when a man lies, he murders a part of the world', to Quote James Hetfield quoting whom?

Of course, like David Hume, I am heuristic. We need maps, in order to move around. The question is whether we assume the maps are the territory, and thus never work on improving them, when it appears that the territory, the reality, is different to our maps...do we defend our maps, and throw a tantrum at reality? Deny reality? Walk off cliffs to our injury and death, just because our map shows

a bridge, or simply no canyon? Do we send in bull-dozers to knock down mountains because they are not shown on our maps? Do we fight wars because we each have a map showing a different property boundary? Do we fight over our maps, when ALL our maps are wrong? When we could instead be working together to 'revise' ALL our maps, interrogating and auditing 'reality', the terrain, to draw up more and more precise and accurate maps? All the while NEVER falling for the old illusion that the map we were given, and are told is accurate, is actually the terrain, is actually precise and accurate. Always assuming that our maps maybe wrong, and can always be improved. And instead of ridiculing the maps of others, when our own maps are so absurd, we BOTH, together, work on drawing NEW maps? Even as we NEVER assume it is possible to KNOW reality...to draw the terrain as it is...and never insist anyone do so, and be forced to PRETEND a.k.a 'dogma', that they had a privileged glimpse of the actual terrain, in a vision, or encounter with angels, and thus we should believe THEIR map to be accurate, and reject all other maps as the work of some devil?

T was always about mapping the terrain, and challenging the faulty maps of others...by first following their maps and seeing where they lead...most people never put their maps to the test...and when they do, and the maps fail them, they make excuses for their maps...scared of 'losing face' for having such bad maps...they feel a sense of loyalty to the map, via the sense of loyalty to the loves ones who passed these maps onto them, and who believed they were doing a good thing...even in overlooking the constant flaws they had, throughout their own lives, found with the maps...attributing the problems / flaws to themselves...rather than to the maps...feeling guilty because, although they tried to follow the maps, they didn't get where they wanted to go, didn't find the things the maps indicated were there...they blamed themselves...their own inferiority...their own inadequacies...their own senses, their own eyes and ears, rather than accept that the map was simply wrong...why?...surely all those authority figures, those 'godly' men, those brilliant, wise, glorious 'leaders', MUST have known what they were doing when they drew these maps?...surely? They spoke with angels and burning bushes and look at how happy and successful god or their own talents have made them...surely THAT is proof that the maps they 'sold' us MUST be accurate...look how well using the maps turned out for THEM...or is it that map sellers tend to get rich and powerful, because of the promises they make for their maps...buy my map, use my map, and you will be happy, successful, in this and the next life...and people see the rich powerful successful map salesman / drawer and associate it with the product, rather than the scam, and buy the maps...who wants to then look foolish, for having bought into a scam? Snake oil anyone? Pyramid scheme anyone? And so who is going to be the first to admit they'd been fooled? Conned? Tricked? That they could have been so foolish? And anyway, where there is faith there is hope, so maybe, just maybe, if we get back onto the path shown on that map, maybe we

WILL get where we want to go...maybe the fault lay with US?...maybe we didn't follow the map correctly? Maybe we just need to start again, and try harder...maybe it as us after all, and NOT the map...I mean, look at everyone ELSE, they appear to be happy, using the SAME map we have...so SURELY the fault lies with US, and NOT the maps etc etc..

The first step is to get a copy of the map your client etc is using...make no assumptions...get them to draw it out for you...or observe them, and make a copy using your observations...for many parts of their own maps are NOT obvious to them...they are not aware of the faults / mistakes in their maps...they are not even aware of what is ON most of their maps...

That is called 'psychology' and 'research'...studying of all the religions, superstitions, illusions, narratives, propaganda etc of the world...to see all the absurd maps that are circulating out there as 'reality'...as SOMONE's reality...if millions are using the same map, it is known simply as 'reality' to THEM...but to use 'Social Reality'...just one of many different POSSIBLE social realities they COULD have been inducted into / had suggested / been hypnotically inducted into...just ONE of the many TRANCE states they could have become trapped in...

Then we compare all these maps to what we CAN demonstrate. Like David Hume. And then when we are humbled by how little we can 'prove beyond doubt', we start working on a new map, starting at the very basic assumptions...and flagging them as we go...noting in the 'legend' that 'this is the best approximation / interpretation we have at the moment, but it is open to question, and please do...then go back and start from THIS point, NEXT time you REVISE this map...or start a new one...from the ground up...from this point...because everything that comes after it is now questionable, in light of this new revision...and entire institutions of millennial tradition and authority may need to be challenged, and taken down, and we will need to start new-building, from the point at which we found the error, the basic assumption that proved unreliable ... and if it means the earth was flat, then a sphere, then flat again, then so be it. We must begin from where our best 'intelligence' informs us we have erred. Where experience and demonstrated tests, and compelling argument, have lead us. So no map may ever be considered SACRED or 'set in stone' like any other IDOL, or DOGMA...every map is open to public scrutiny, verification...when we send explorers off with these maps, and they come back puzzled, with new data, we ask them what they saw, and we correct / revise our maps...we do not put them in prison, define them as mad, torture them until they 'see' what they were 'supposed' to see, according to the map...we get them to draw maps, then we go out and test their maps, compare which ones work best, get us where we want to go most elegantly, effortlessly, efficiently,

optimally...THAT is Heuristics...THAT is how we progress as individuals and society...as a species...as a planet...

And of course a map wouldn't be a map without the warning 'Here be dragons'...because we are going to experience some very puzzling, even terrifying, things, when we start re-drawing maps. Testing maps.

It is great to love your parents and culture, and feel loyalty to all the people that brought you all the great things you have to enjoy. But when this loyalty is extended to the maps they gave you, with the best intentions, it is misplaced. Love the person who gave you the map, but question the map itself. Don't just blindly reproduce the maps, and pass them onto your own children, with the best intentions, or simply out of lazy habit, or fear of being marginalised by everyone else in your group using that map...

Love and trust the map maker, but be suspicious of the map.

Other words for 'map' are 'tradition', 'authority', 'public opinion', 'mass media apparent public opinion', 'expert opinion', 'religion', etc etc...

Take a map of your town or city from today, and compare it to one from 100 years or 200 years earlier. What do you find? Do you really think that the other forms of 'maps' have somehow remained accurate / precise over the same time period? Your 'belief systems' are maps. You really believe that people have not learned anything since 2000 years ago when your 'books' were written, the books that you've used as 'maps' to guide you through life?

Consider THESE maps 'No-one could love me'. 'I am doomed to failure'. 'I'm just no good'. 'I'm stupid. I'm ugly. No-one likes me. I can't do anything right. I don't deserve to be happy. I don't deserve success. If I succeed, it makes my father look stupid / incompetent / a failure. It's my fault dad left, and we lived in poverty. I'm no good. I'm a failure.

Call them definitions. Expectations. Limiting beliefs. They all form part of your map. Your mental map. The map of YOU and YOUR LIFE. YOUR reality. Your subjective reality. They appear on your maps as 'Do not enter here', or 'here be dragons' or as impossible to pass obstacles like mountain ranges or canyons or oceans. So you don't try. You don't go there. You go back to where you are now. Unhappy. Miserable. Conflicted. Depressed. Anxious. Despairing. Self-sabotaging. Self-fulfilling prophecy fulfilling...

Consider THESE maps 'Fear god', 'Obey authority', 'God blesses the people who bless the Jews', 'Jews MUST re-found Israel before Jesus will return and 'Rapture' us all to heaven', Tobacco is sexy, Alcohol is fun, Enlist in the army today, A piece of paper saying 'Go overseas and firebomb women and children'

MUST be obeyed...it is impossible NOT to obey this command / directive / suggestion...

Consider hypnosis as itself a metaphor. Hypnosis substitutes one subjective reality for another, for the duration of the trance state, or longer for a post hypnotic suggestion.

Everything is metaphor. E-M soup.

A trance / map includes negative hallucinations i.e people don't see what IS there, and positive hallucinations, i.e see things that are NOT there...

If you've gotten into a trance of 'I'm not worthy of love / success ' etc, then you will fail to see all the evidence that contradicts this...all the past experiences, and all the current opportunities, that contradict the trance belief / suggestion...so you can break the cycle by getting the client to see all the contradictions they have been overlooking, redefining, spinning, distorting e.g 'oh, she just felt sorry for me', oh, that was just an exception, oh, no, she didn't mean it that way...oh, well, no idea, some people are just crazy I guess, oh, they didn't realise but then when they did they...i.e all the ways people manage to take their experiences and make them 'fit' with their belief systems / internal maps / definitions of reality / subjective reality and of course the official 'social reality'...

Of course it is comforting to imagine some 'fixed reality' exists, and that you already KNOW it...that someone else found it and gave it to you...told you...lucky you...you are grateful that they found the truth, and saved you the hassles of finding it for yourself...life is much easier when someone hands you a 'bible' or 'pre-printed map' you can follow...whatever the source or nature, from Scientology to Catholicism to Judaism to Islam, to Marxism to...

The comfort of 'the known' and 'familiar' is powerful, as anyone who seeks to challenge 'tradition' or simply ANY belief ANYONE has lived with for a long time, has found out to their displeasure / cost / frustration.

So even our 'false friend' psycho-somatic symptoms are welcome guests, simply as we are familiar with them, and feel comfortable around them...even if they are really working against our interests...the devil we know...often can lead us to closing the door on the Angel we don't, who comes knocking at the door...

MHR THIS MAY BE WHY CORRECTION OF MAPS / THERAPEUTIC SUGGESTIONS / GENERATIVE BELIEF IMPLANTS, WORK BEST / OFTEN ONLY WORK, ON PEOPLE PLACED IN A NEW TRANCE STATE ... TO REPLACE AN OLD TRANCE STATE, YOU NEED TO IMPLANT IN THE TRANCE STATE ITSELF...IN WHICH ALL THE 'SUBJECTIVE REALITY' WAS ORIGINALLY PRODUCED, IS CONTINUALLY

REPRODUCED...IN THE SUBCONSCIOUS IF YOU LIKE...IN THE ACTUAL PROGRAM...AND TO RE-PROGRAM, YOU HAVE TO GET INTO THE CODE...TO RE-CODE...THE PROGRAMS RUN IN TRANCE...AND NOT IN CONSCIOUS THOUGHT...YOU HAVE TO BE IN THE SAME STATE AS YOU ORIGINALLY WROTE YOUR CODE / PROGRAMMED YOUR REALITY / LEARNED YOUR DEFINITIONS / WERE IMPRINTED / HAD BELIEFS IMPLANTED...A STATE OF TRANCE...AND ALSO WHY REPETITION IS KEY TO IMPLANTING IDEAS / BELIEFS E.G ADVERTISING MUST BE CONTINUALLY REPEATED, IN DIFFERENT FORMATS / FORMS / MEDIA, TELEVISION COMMERCIALS RE-RUN OVER AND OVER...PROPAGANDA REPEATED OVER AND OVER...AS THESE ARE THE MAIN WAYS IDEAS / BELIEFS / SUBJECTIVE-SOCIAL REALITIES ARE IMPLANTED ORIGINALLY...OVER TIME BY REPETITION BY 'RAPPORT'-SUPPORTED TRUSTED FIGURES E.G PARENTS, PRIESTS, TELEVISION, RADIO, NEWSPAPERS, TEACHERS...AND TRANCE STATES...EVEN 911 WAS A TRAUMATIC EVENT INTENDED TO INDUCE A TRANCE STATE VIA FEAR AND HYPE, SO THAT A NEW REALITY COULD BE ENCODED E.G THE BELIEF THAT ISLAM / IRAQ / SYRIA / IRAN WERE THREATS TO YOUR LIFE...ETC...

People resist having their reality challenged...consider how terrifying it would be to 'go mad'. How much fear people have of 'going mad'. Losing their mind. Under hypnosis they will resist the challenge that there are hungry tigers waiting to tear them to pieces, because they SEE hungry tigers etc...In the day to day world we act the same way. He entered trances in order to participate in the 'reality' of society...of our family...of our social group...otherwise we couldn't...why would you go to church otherwise? How could you disappoint your parents who have done so much for you, by rejecting their beliefs? How could you even communicate with people around you without first 'entering into' their subjective reality? Just try 'getting along' after arguing with someone about their religion, about 'the holocaust', about Adolf Hitler and the Nazis'...just say ANYTHING that contradicts the official fictions, the social realities, the consensus narrative, e.g about 911, and see how fast your career prospects evaporate, how many 'friends' you lose, how many 'problems' you encounter, simply for challenging the 'social reality', the 'consensus map' you were given...

Oh, and of course you will NEVER realise how many other people secretly reject / challenge all the things you are told EVERYONE believes and 'KNOWS'...because of self-censorship...everyone assumes everyone else believes it, a.k.a 'collective ignorance', and so everyone acts as if they too believe it, to avoid being victimized, the odd one out. Appearing foolish, etc etc...and so you could have the majority of people believing that 'the holocaust' is fiction, but being scared to say so, and pretending to believe it, and so giving

the impression that EVERYONE EXCEPT YOU really DO believe it...oh, you and a few nutjob conspiracy theorists and hate-filled Hollywood Nazi types...and you see what THEY have to deal with...loss of employment, family breakdown, prison, fines, social outcast, exile (me), etc etc...so who would bother thinking about it...who wouldn't just 'go along to get along', and assume that THEY must somehow have got it wrong, as EVERYONE ELSE seems to disagree with them, and seem to be quite convinced about THEIR map...so why bother...and anyway, what difference does it make if it happened or not? It's not as if anything would be changed by stating the truth, would it? It's not as if world war three is going to result from the 'holocaust' lie, is it? Its not like some group is using that lie to enslave all of humanity, in the near future, is it? Or is it? Maybe THAT is what motivates those 'Crazy people' to take all those risks, endure all that sacrifice, personal hardship, personal costs ??? Do they know something MORE than simply that 'the holocaust' didn't happen? Do they know WHY the mass media, government etc continue to reproduce and enforce that LIE ??

SOCIAL REALITY = COMMUNION I.E SHARED REALITY ... TO SHARE SOMETHING...CONSENSUS REALITY IS SHARED BY ALL...THEY ARE ALL 'COMMUNING'...SHARING SOMETHING...ENTERING INTO THE SAME THING...THIS IS THE TRUE MAGIC...AND WORDS CAN INDUCE HYPNOTIC STATES IN WHICH SUCH COMMUNION BETWEEN THE ACTOR MAKING THE SUGGESTION, AND THE PERSON RECEIVING THE SUGGESTION...IN THE SAME WAY THE PRIEST SUGGESTS ' THIS WAFER IS THE BODY OF CHRIST AND THIS WINE IS THE BLOOD OF CHRIST' AND THE RECIPIENT AGREES / ACCEPTS THIS REALITY...ENTERS INTO IT...THE MAGIC IS SUPPOSED TO BE THAT BY EATING THE GOD, YOU BECOME ONE WITH THE GOD...THIS IS THE BASIS OF HOMEOPATHIC MAGIC...BUT THE REAL MAGIC IS THAT YOU HAVE ENTERED INTO A TRANCE, INTO A SUBJECTIVE SHARED REALITY IN WHICH YOU ARE NOW PARTAKING OF THE GODMAN, AND BECOME ONE WITH THE GODMAN, AND GOD...

So 'Holy communion' is a trance induction / hypnotic phenomena that reinforces the ongoing trance of 'religion' that was implanted at birth, with religious rituals being performed from then on, phrases like 'god' and obsessive compulsive behavior like 'crossing oneself' and uttering mantras like 'god protect us'...

MHR... THE REASON YOU CAN'T UN-TRANCE PEOPLE, CHALLENGE THEIR TRANCE REALITY IMPLANTS AND POST-HYPNOTIC SUGGESTIONS (E.G BEFORE LEAVE CHURCH SERVICE, CLASS, THE TELEVISION 'PROGRAM') IS THAT PHILOSOPHERS ETC LIKE MYSELF TRY TO DO THIS OUTSIDE OF TRANCE STATES...I.E IN LUCID STATES...USING REASON...COMPELLING ARGUMENT...AND THE ONLY WAY TO COUNTER A TRANCE REALITY / DEFINITION / STATE /

SUGGESTION IS WHILE IN TRANCE ... WHICH IS WHY THERAPEUTIC TRANCE / HYPNOTIC INDUCTIONS PROVE SO MUCH MORE SUCCESSFUL THAN ANY OTHER FORM OF THERAPY, IN WHICH PEOPLE MAY INTELLECTUALLY REALISE WHY THEY ARE BEHAVING IN DYSFUNCTIONAL, SELF-LIMITING WAYS, BUT STILL NOT BE ABLE TO CHANGE THEM...BECAUSE THEY ARE SEPARATED BY AN INVISIBLE BARRIER FROM THE SOURCE CODE...THEY MUST ACCESS THE CODE TO RE-PROGRAM IT. TO RE-WRITE IT. AND THE HUMAN MIND –COMPUTER CAN ONLY ACCEPT INSTRUCTIONS / PROGRAMMING WHILE IN TRANCE STATES OR FROM CONTINUAL REPETITION I.E THE BASIS OF PROPAGANDA-ADVERTISING-INDOCTRINATION-EDUCATION SYSTEMS. AND AS WE DO NOT HAVE THE BUDGET GOVERNMENTS AND CORPORATIONS DO, OR THE POWER TO COERCE PEOPLE TO PARTICIPATE IN OUR RE-PROGRAMMING E.G COMPULSORY EDUCATION AT SCHOOL AND WORKPLACE, OUR ONLY POSSIBLE CHANCE OF SUCCESS IS INDIVIDUAL TRANCE INDUCTION, DURING WHICH WE CAN FREE THOSE WHO VOLUNTARILY CHOOSE TO EXIST THE SOCIAL REALITY BUBBLE, TO BECOME FREE TO DEFINE REALITY FOR THEMSELVES. WHICH IS WHY I AM WORKING SO HARD TO TOTALLY UNDERSTAND AND MASTER HYPNOTIC / TRANCE INDUCTION.

THE COMPLETELY FICTIONAL MOVIE 'SCHINDLER'S LIST' IS AN EXAMPLE OF HOW HOLLYWOOD JEWS INDUCE TRANCE, VIA VIVIDLY EMOTIONALLY MOVING STORYLINES AND IMAGES, AND THEN IMPLANT, AND REINFORCE THE SOCIAL REALITY KNOWN AS 'THE HOLOCAUST', SO WELL THAT A JUDGE WILL ACT AS IF 'THE HOLOCAUST' WAS ALREADY PROVEN BEYOND ANY DOUBT, AND THERE IS 100% CONSENSUS AMONG ALL GOOD AND SANE PEOPLE THAT IT IS REALITY. MOST PEOPLE ACTUALLY TAKE THE REPRESENTATIONS SHOWN IN 'SCHINDLER'S LIST' AS A DOCUMENTARY FILM OF WHAT ACTUALLY HAPPENED.

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BEHAVING IN DYSFUNCTIONAL, SELF-LIMITING WAYS, BUT STILL NOT BE ABLE TO CHANGE THEM...BECAUSE THEY ARE SEPARATED BY AN INVISIBLE BARRIER FROM THE SOURCE CODE...THEY MUST ACCESS THE CODE TO RE-PROGRAM IT. TO RE-WRITE IT. AND THE HUMAN MIND –COMPUTER CAN ONLY ACCEPT INSTRUCTIONS / PROGRAMMING WHILE IN TRANCE STATES OR FROM CONTINUAL REPETITION I.E THE BASIS OF PROPAGANDA-ADVERTISING-INDOCTRINATION-EDUCATION SYSTEMS. AND AS WE DO NOT HAVE THE BUDGET GOVERNMENTS AND CORPORATIONS DO, OR THE POWER TO COERCE PEOPLE TO PARTICIPATE IN OUR RE-PROGRAMMING E.G COMPULSORY EDUCATION AT SCHOOL AND WORKPLACE, OUR ONLY POSSIBLE CHANCE OF SUCCESS IS INDIVIDUAL TRANCE INDUCTION, DURING WHICH WE CAN FREE THOSE WHO VOLUNTARILY CHOOSE TO EXIST THE SOCIAL REALITY BUBBLE, TO BECOME FREE TO DEFINE REALITY FOR THEMSELVES. WHICH IS WHY I AM WORKING SO HARD TO TOTALLY UNDERSTAND AND MASTER HYPNOTIC / TRANCE INDUCTION.

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OF COURSE MOST NOVEL WRITERS STARTED OUT WANTING TO SHARE SOME MESSAGE WITH THEIR READERS, AND THE ENTIRE NOVEL WAS INTENDED AS A VEHICLE TO GET THEM TO FIRST PAY ATTENTION, AND TO CREATE THE MENTAL STATE IN WHICH THEY MIGHT BECOME RECEPTIVE TO THE MESSAGE. A MENTAL STATE IN WHICH THEY WOULD NOT RESIST THE MESSAGE. DENY THE MESSAGE. THE NOVEL IS A WAY OF DELIVERING THE MESSAGE THAT BYPASSES THE CONSCIOUS RESISTANCE TO ANY CHALLENGE TO WHAT IT 'KNOWS', IS 'COMFORTABLE WITH', AND 'BELIEVES'. IN OTHER WORDS ITS 'SUBJECTIVE REALITY'. JUST WRITING A PHILOSOPHICAL TREATISE WILL HAVE LITTLE IMPACT. FEW WILL

READ IT. AND MOST WILL SIMPLY DENY AND REJECT ANYTHING IN IT THAT DOES NOT REINFORCE THEIR COMFORTING, KNOWN, FAMILIAR PREJUDICES, IMPLANTED BELIEFS, AND PRIOR DEFINITIONS OF 'REALITY'. WHICH IS WHY I WROTE MY OWN NOVELS.

BUT NOW I REALISE HOW SOCIAL REALITY IS IMPLANTED, AND THE ONLY WAY FORWARD TO CHALLENGING THE MAPS PEOPLE HAVE INHERITED, AND ARE BEING CONSTANTLY CONDITIONED TO ACCEPT AS 'THE TERRAIN' ITSELF. AS REALITY. AND I WILL SEEK A WAY TO USE THE TOOLS THAT HAVE ALWAYS BEEN USED AGAINST PHILOSOPHERS AND PHILOSOPHY, IN FAVOR OF PHILOSOPHY. WHICH I DEFINE AS BEING THE LOVE OF TRUTH AND JUSTICE. OF MAP-MAKING. OF MAKING MAPS THAT CORRESPOND AS CLOSELY WITH THE TERRAIN AS POSSIBLE, BUT NEVER RESIST BEING REDRAWN TO REFLECT PROGRESS IN OUR QUEST TO COMPREHEND TROONATNOOR, THE REALITIES OF OUR NATURES, AND THE NATURES OF OUR REALITIES, EVEN IF REALITY TURNS OUT TO BE TOTALLY FLUID, A DREAM OF OUR OWN CONSENSUAL IMAGINATION, WITH NO FIXED POINTS AT ALL. FOR IT IS THE QUEST FOR TRUTHS, RATHER THAN FOR ANY PARTICULAR 'TRUTH', THAT DRIVES US. WE DON'T SEEK TO PROVE OURSELVES, OR ANYTHING, RIGHT. WE SEEK THE TRUTH. SEEKING TRUTHS DOES NOT REQUIRE THAT ANY OBJECTIVE TRUTH EXIST. IT COULD ALL BE ELECTRO-MAGNETIC SOUP THAT WE RESONATE TO VIBRATING AT DIFFERENT WAVELENGTHS AND FREQUENCIES TO PRODUCE WHAT WE EXPERIENCE...OR IT COULD ALL BE INSIDE OUR HEADS, A PURELY VIRTUAL EXPERIENCE...WE LOVE DRAWING MAPS THAT ARE AS ACCURATE AS WE CAN DRAW THEM...SO PEOPLE DON'T FALL OFF CLIFFS, OR DROWN IN OCEANS...OR WORSE...FALL INTO RELIGIONS, AND DROWN IN PROPAGANDA ...

Supposed 'facts' are interpreted differently, by different people, at different times i.e not just a question of 'facts' ... but their interpretation...

Every definition is either given by an authority figure or significant other, thus gaining 'credibility' and 'transferred authority', or is induced from experience, often single, dramatic, often traumatic, experiences...Meaning is reflexive, the relationship between things...many things connote other things by association...loaded with meanings not shared...though attempt of religious etc authority is to 'commune' / 'communicate' / suggest the same belief / meanings / definitions in every member of the group, even where the leadership know these

to be lies a.k.a Plato's 'Noble' lies...i.e Atheists make the 'best' Catholic priests, and even 'better' Popes and Bishops...

We 'inherit' other peoples decisions in the form of their 'noble' lies, misunderstandings, superstitious belief formations, etc...every 'definition' or 'belief' or 'idea' NOT based SOLEY on personal experience, (which would require growing up from birth totally isolated, therefore won't happen, as we need others to survive), is someone ELSE's decision / conclusion / judgement / interpretation...most of us 'go along to get along' because those who do NOT conform suffer active penalties, or at very least are passively denied benefits / affection / approval / acceptance/ rewards/ social status / belonging / comfort / love / careers / perks / privileges all associated with 'toeing the consensus line'...reflecting back the social reality that has been imposed upon them...at very least acting as if they believe the same things...and at very least never contradicting the social reality 'consensus' in ANY observable way, either linguistically, or through gestures , ... e.g 'you LOOK like you are in contempt of court / insubordinate...

a traditional definition of hypnosis (hypnotic belief systems) holds that hypnosis is the communication of ideas and attitudes that take a firm hold on an individual's inner belief systems and then lead that individual to respond to the "implanted suggestions,"

Our reality is limited to the prescribed 'consensus' social reality...we are prisoners of invisible chains and walls...in our minds...excluding as the opportunity cost of 'belonging to the group' all the other possible, alternate, ways of being, seeing, experiencing, defining, interpreting...

In personal subjective reality take form of phobias and irrational beliefs about the self i.e delusions of grandeur or worthlessness, unlovability, doom to failure / rejection etc...

Imprinted beliefs often contradict each other...but as subconscious / irrational, this poses no 'problem' to mind-body... often supplant existing, or replace it, depending on strength of 'conviction' i.e affect of implant...power of engram...priorities of belief systems...i.e plural...multiple...

MHR arguing with someone, 'proving' their beliefs are false / erroneous / invalid/ unjustified, does NOT solve problem...as problem was implanted during trance state, and/or constantly repeatedly reinforced by all representational systems, over long period of time e.g birth to now in many cases...e.g neglected/ unwanted child...feeling of being unlovable / rejected/ undesirable / disapproved of/ abandoned is going to be implanted , then constantly reinforced until at least child leaves home...but then will seek out 'proof' of this, positively and negatively hallucinate in ways that strengthen the 'feeling' / belief ... until comes

across a therapist or other trance induction situation that can approach within the trance state, the problem...in a trance state...and then encourage conscious habits of deliberately seeking out evidence that 'I'm O.K, people like me, I can make friends, I can gain approval / acceptance / love like anyone else...etc...

MHR working class taboo on 'success' and 'achieving' enforced in school even by principal 'don't get a big head' etc...don't shine and make others feel less worthy...all working class / Marxist ideas to keep the mass of people 'equal', while preventing any climbing out to the elite classes i.e jealously guarded for idiot children of existing elites...

I asked Dr. Erickson the following question: "Would you say that you perceive all presenting symptoms and complaints as being metaphors that contain a story about the 'real' problem, and that your basic approach is to build metaphors that contain a story about the possible solution?" Dr. Erickson's face lit up and, like a little boy finding a surprise, he said, Exactly!"

Belief systems are metaphors; that the individual operates and responds metaphorically to the world! It takes metaphoric approaches to help expand each individual's choices.

After the odyssey through the Magic Theater, the hero in Herman Hesse's *Steppenwolf* laughs out loud as he realizes that reality is nothing but the free choice of one of many doors that are open at all times. — P. Watzlawick, cited

Once an individual discovers 31 flavors of ice cream, he will find it difficult to insist that there is only vanilla. I hope to point out throughout this book that hypnosis is, itself, a very powerful metaphoric state; that the problem itself is a metaphor based on old belief systems that were produced by conditions that could be labeled hypnosis. It would seem logical, therefore, to grasp and use this powerful tool called hypnosis to help build new, graceful and efficacious metaphors. These new metaphors will then be directed toward new choices and responses to the "real" world. Paul Watzlawick (cited) approaching the same destination from a different direction stated:

The aim of realistic, responsible therapy can only be increased skill in dealing with life's problems as they arise, but not a problem-free life.

It is imperative that we know how to translate another's metaphors.

Processing will be based on our past experiences, belief systems, expectations and values. By processing, meaning encoding of 'out there' into our personal

representational systems...some parts of which ARE shared, but many unique to our background, past, education, experiences, physiology e.g color blindness, tone deafness etc....It is MAJOR MISTAKE to assume all these are also shared...as then only hallucinate COMMUNICATION i.e SHARING of meanings / intended communication...

Estimated that 40% of the population, at least in the United States, tend to prefer a visual system for expressing their experiences to another. These individuals tend to use highly visual words such as, "I see what you mean," "That looks good to me," "I am still not clear as to output systems. Could you show me an example? A second 40% of the population that tends to prefer a kinesthetic "output" system in communication to others. They tend to use such phrases as, "This is hard for me to grasp," "I want to get a handle on it," "Hey! It is starting to fall into place." In short, these individuals tend to feel it is important to put out information in a firm and solid manner so you can get a hold of it. Last, but not least, there is another 20% who tend to prefer an auditory "output" system. These individuals tend to use many words so as to insure understanding. In addition, they use phrases such as, "That sounds all right to me," "It is starting to ring a bell," Each person will use all systems to some degree, but one will dominate the others, which will be employed to support this dominant one. So you'll get a mix, with one system dominant. That is the system to employ yourself. To paraphrase your usual way of communicating in. So they 'hear what you're saying', 'see what you mean' or 'grok what you mean / feel you / get it'.

Sometimes people emphasise different representation systems depending on the situation. But generally they favor one over the others.

Being 'stuck' in the representation system associated with an implanted belief can be an observable indicator of the 'location' of the source of a symptom...

Depressed people tend to be 'stuck' in negative, painful, uncomfortable, even miserably, kinesthetic representation systems i.e 'feelings' and 'emotions'. I 'feel terrible'. I feel like...It feels like...weight of the world...weight of my problems...overwhelming power of emotion...weighed down...out of touch...feel hopeless ... though they may 'hear' a negative internal voice, and 'see' no future for themselves...

If the representation system we are 'stuck' in does not have enough options / has limited resources and therefore choices, simply using other representation systems can open up alternatives, choices, opportunities i.e generate potential solutions...free us...get us 'out of the rut' (kinesthetic !) so we can now 'see some hope for the future' and 'that sounds like a plan'...

It is like freeing the 1000 flowers of the soul...some are activated by color, some sound, some feeling...defined by...like 'resource partners' or 'dimensions of the self' that are not activated, consulted, allowed to participate...

'Grasp my meaning?' Are we on the same page? 'Get it?' Vs 'See what I mean?' Do we see eye to eye now? Vs 'Do you hear what I'm saying?' Does that sound right?

Consider each representation system as a resource, with its own unique approach...if you don't deliberately activate all of them, you are missing out on what they have to offer...and if you got 'stuck in a rut', then you definitely NEED their help...so encourage to use different expressions e.g visual, audio, kinesthetic, and also to focus on different impressions / memories that arrived via / were processed through, these channels...MHR if one channel blocked, maybe because an experience processed in this channel in the past i.e traumatic one / dramatic one, was repressed, along with the representation system...

Use their dominant representation system to induce trance i.e do NOT ask visual person to 'feel their arm getting heavier', instead get them to VISUALISE their arm falling, or weights attached to their arm...you are more likely to get success...and reinforce belief in efficacy of trance induction...instill positive expectations and confidence...which is basis of all trance / hypnotic induction...belief that you are being induced / hypnotized...it is ALL acting...all metaphor...all a decision at some level...a consensual reality like all experience...so use natural process of trance called 'reality perception construction' to induce this particular trance state, for therapeutic use...

When seeking to induce age regression, focus on the representation system they are most able to work with e.g suggest they 'see' what they saw, or 'heard' what they heard, or 'felt' what they felt, back then, in that situation...or to get them to pretend to regress, use the representation system they use, to induce them into imagining a situation...don't ask them to imagine sounds, if they are visual, etc...

I would like to give you an example from my clinical practice. A colleague of mine, a physician, asked me to consult with a patient. This patient was suffering intractable pain throughout his back. He had been hospitalized for a series of tests. The tests had revealed that he had terminal cancer, but he had not been informed of the findings at that point. When I met with the patient, he made statements such as, "It hurts. I feel torn up by the pain. I can't stand up to the pain much longer." By his output systems (words), I knew he was, at least in his present experience, kinesthetic. I asked him what he, in the past, had found peaceful and relaxing. "Sailing," he replied, and his face relaxed slightly. I then asked him what he liked about sailing. His reply was most informative. "I like the sound the boat makes going through the water, and the rippling sound the sails make when you have a good wind." With those brief remarks, he had told me

what system he used to reach the feelings of relaxation and peacefulness. I asked him to close his eyes and remember the sound of rain hitting a window. After a few moments, I asked him to remember the sound of crackling fire. When I could see the signs of relaxation (deeper breathing, facial muscles relaxing), I asked him to "see" the flames as he listened to the sounds of the warm relaxing fire. I then said, "As you begin to feel the peaceful warmth of the fire, your whole body knows how to remember all the pleasure. Then you might want to see yourself sailing." There was now evidence of deep relaxation. After several more requests by me for auditory memories leading to kinesthetic experiences, he had entered hypnosis.

What follows is Heller doing what I came to do myself, with my 'glass markus' after reading some NLP stuff about representation systems...which worked for me to control migraines during a few day, stressful period when moving / buying a flat, without any medication...

Where you have an individual who is in physical pain, whether from an accident or illness, that person will be very much into their kinesthetic system. The goal is to help them move into another system; e.g., visual. This will help them to actually utilize a different area of the brain from the part that controls pain. When you have accomplished that switch, their perception of pain drops while their perception of comfort increases. To put it to you in another way: You are helping them to use a different system for the "expression" of their problem (pain). One way of producing that result is to ask the "pain patient" to make a "picture" of what the pain would look like. For example, a woman was complaining of a severe headache in my office. She said that it was so bad that she didn't think we could continue our session. I asked her to close her eyes, and see what color her headache was. She looked at me as if I was crazy. Of course, she was right. I just get paid well for it. Finally, she shrugged her shoulders and closed her eyes. After a short time, she informed me that she did have a picture of colors, and that "it seems to be bright reds and oranges." I then instructed her to listen to the steady sound of her breathing, and with each exhalation, she would breathe more and more of those colors out of her system. She was told to continue until she could see it "all" across the room, as if a painting hanging on the wall. It was several minutes before she signaled that the picture was on the wall. I asked her to see someone walking into the room, taking the picture off the wall, and to hear that person's footsteps as he walked out of the room. In less than five minutes she terminated the hypnotic state that she had spontaneously achieved, with the headache gone. From what you have just read, I know that you can see and grasp firmly the concept that each system has a different way of "expressing" itself. If an individual is unable to "solve" a problem—pain in the above example—you, as a people-helper, can help him/her utilize a different system. In the areas of "emotional pain,"

perhaps "looking" in a new way may help him/her to see a solution. Perhaps "listening" or "grasping" something new might do the trick. Changing the "pain patient's" kinesthetic system to a visual one will almost always do the trick. I have used that method with severe burn patients, cancer patients, and for surgeries in which anesthesia could not be used. You could...TRYIT YOURSELF. You may be very pleased...

I overheard a conversation between a well-known actress and her two companions, one of whom was evidently her producer. She was describing her last few days as "being uptight." She made statements such as, "I've really been tied up in knots; the stress of our shooting schedule is crushing me; I finally had a good night's sleep; I just floated off and woke up this morning feeling lighter; I have decided to stay loose." The producer listened politely and then responded, "You should see the rushes. You look great. We have a good product and when they see it they will be impressed." As the producer talked, the actress began to look annoyed and then bored, and then, totally uninterested. As soon as the producer finished, she turned to her other companion and began talking with animation. She hardly said two words to the producer from that point on. Here was a beautiful example of how not to communicate. i.e using totally different representation systems...

Listen to and watch the people around you. Pay attention to the fact that some people will paint vivid pictures with their words. If they are describing a trip to the mountains, they may use words that describe what the mountains looked like. As they talk, some may even paint a picture by the movement of their hands. Another person may describe the same subject by the feelings of the experience. "I felt so calm and relaxed in the mountains, and the soft mountain breeze really felt good." As they talk, their hand gestures will be that of "getting in touch" with something; contact to their own body; touching their chest areas; contact with the other person. The auditory will tend to talk about how the mountains sound to him. They may use many words to describe the experience in detail. Even when they are describing the feelings or something visual, they will tend to use many words. Some people may fool you at first. As you really tune in, you will grasp their system more easily and see clearly how different those systems are. Keep in mind that each system is important and that no system is "better" than another, and that all of the systems exist within us.

After you have practiced listening to the people around you, and are becoming comfortable in recognizing their (preferred) output system, you are ready for the next step. You can now begin to take a more active role in discovering their preferred output system. In general conversations, you can begin to ask neutral questions, such as, "What does comfort mean to you?" or "What did you enjoy most on your vacation?" To questions phrased in that manner, a kinesthetic might reply, "I feel loose, relaxed, without pressure," or "It really felt good to get away.

I could feel the everyday stress fall away." A visual, in responding to the question about comfort, might say something like, "I see myself in a beautiful piece where the sky is blue, and everything looks peaceful." To the question about their vacation, the visual might respond, "Wow! The scenery was great. There was so much to see." In any case, you will be pleasantly surprised to discover the differences. Be careful when you are asking these questions, however. If you ask someone, "Can you describe what the mountains looked like to you?" you will, in most cases, get a "visual" answer. Through "demand characteristics" you are asking them to switch to a visual system. "How did you feel on your vacation" demands a kinesthetic response. Most individuals, unless they are under stress, are flexible enough to "switch."

Suppose a person enters a therapist's office and says that they are suffering from depression. S/he goes on to say that s/he is being crushed by his/her feelings, and is really feeling down. S/he is, at that moment in his/her life, stuck in the kinesthetic system. S/he is in pain, which is a kinesthetic experience. As long as s/he continues to stay in that system, the problem will remain. If the kinesthetic system contained choices s/he could easily use to be more comfortable, I believe s/he would have made that choice. As you begin to help that person step back and look at what is going on in his/her life, you are helping him/her to "switch" systems. This often leads to "seeing" different choices. Switching an individual from their conscious output system will often result in that state that does not exist...hypnosis. In addition, it helps the individual "use" another part of their brain from the part that is causing the "problem." In effect, you help them to break their "mind set," and enable them to call upon another "partner," or system, for the solving of their problem.

MHR purposeful action = calm, happy, satisfied, content...we tend to use tobacco, food, or alcohol, even coffee, to 'justify' a break i.e to continue feeling purposeful, but taking a break from something...few people define 'a nap' as purposeful or a walk outside as purposeful...then taught to 'reframe' these as a 'power nap' or 'power walk' after hearing how famous inventors took naps during day, on day beds in their offices ...etc..so if can get self to adopt some 'break' activity that is purposeful, without adding calories, toxins, drugs, etc to your system...e.g juggling, power nap, walk, cleaning, meditation...to replace eating, drinking, smoking...some 'other' purposeful action to 'feel right' and 'maintain the feeling' produced by 'work' or 'study'...whenever time comes to 'take a break' ... don't need 'excuse' of 'a smoko' or 'coffee break' , or 'lunch break'...just a 'break'...because in reality THAT is what you REALLY want...not the food, tobacco, alcohol, coffee...you want a break, and these are just great excuses, as they feel 'purposeful'...EXCUSES to take a break...but you do not NEED any excuse...though easier with concept of 'power nap'...etc...

CASE 4: SYSTEMS — DEPRESSION A woman entered my office in what I could best describe as a "crushed" state. She sat slumped in a chair, and used one kinesthetic phrase after another to describe the state of her life and being. Using kinesthetic phrases, I asked her to really get in touch with those feelings, and to hold them. She was instructed to close her eyes and to really feel all the feelings, with particular effort to be made experiencing her physical sensations. This part of the procedure began a process of directing her attention away from her emotional state to that of her physical state. Next, she was told to feel her mind beginning to build a clear picture of what all those feelings would look like. I said, "The picture you get may be colors, or some situation, it may look sensible or nonsensical." Within a few minutes, her breathing rate had deepened and her general demeanor was much improved. Several minutes later she began to laugh, and stated, "I have a picture but it doesn't make any sense. In fact it looks ridiculous." I said, "You now have several choices as to how to deal with that picture"—an implied suggestion that there were options in reaching a new solution. "You can either remember the sound of the wind and see the picture being blown further and further away until you can see a beautiful sky. In that clear sky is a bright warm sun, and you can soon feel all that warmth and comfort." This last statement offered her the option of moving back to her kinesthetic system, but now in a pleasurable way. This would result in a basic restructuring of her kinesthetic experience. "Another choice you have is to question some object or person in your picture. If you do so, listen first to the sound of that voice, and then the words, until it is clear to you." She chose the second method, and within five minutes she opened her eyes with a start. She informed me that she now knew what was bothering her. I asked her to again close her eyes, which she did. I then said, "I would like you to let your creative unconscious mind produce a new picture. This picture will be from some time in your past when you felt stuck in a similar situation, but where you had found a solution. I would like you to then watch that part of you as she updates that solution to fit your present situation until it looks just right. Then wait until what you see feels good and strong, and you experience those feelings now." It was nearly ten minutes more before she opened her eyes. She smiled and said, "I'm not sure what happened, but I feel very good." I then asked her to practice changing any uncomfortable feelings into pictures, just as she had done in my office. Two days later her husband called. He told me that his wife was happier and more relaxed than he had seen her in months, and that "she even looks and acts younger." The procedure as described was not a cure, but it was a giant step in the direction of new choices.

SYSTEMS: RAPPORT

An important and practicable application of the use of output systems concerns the establishment of rapport. Meeting someone in "their system" establishes rapport almost instantly, and improves rapport with those people you are now

interacting with. In addition, being able to communicate in another's system can help you to quickly make a connection to the so-called emergency e.g actively suicidal patient. He was feeling totally hopeless. Mine was one of the three names he had been given. When he called me, I listened carefully to the way he expressed himself. Some of the statements he made were, "I feel crushed by my problems; I don't know if I can stand up to it much longer; I know I'm going to collapse soon." To his (kinesthetic) statements, I responded, "It must be rough trying to carry that burden yourself. You must get really down from the struggle. I would like you to reach down and grasp just enough strength to get in to my office. I really feel that if we get together and tackle this problem, we will be able to pound out a solution. Once you get a handle on things, the weight will fall away." He responded, "Thank God! I finally found somebody who understands my problem." Now, I had no idea what his "real" problem was. I knew that he was stuck in one system, at least as to his present problem. I needed to meet him in that system before I could even begin to lead him out. Rapport was established, on the phone, within a few minutes. He kept his appointment, and within a few sessions he was beginning to "look" for new solutions, and was beginning to "see" things that needed to be "clarified."

What you have been reading describes the conscious output system: How an individual communicates in their own conscious mind (internal dialogue) as well as to the listener, what their present experience is. I hope you have a clear picture as to what the visual system is. I have made every effort to paint a clear picture for you. I also want you to grasp the concept of the kinesthetic system. I feel confident that you will get comfortable with it. For those of you who are auditory, you could read all the words again until they sound right and ring true. Keep in mind also, that in helping someone to use all their systems, you help them to discover new choices. Within each system is information that may include a solution: information they may have heard, something they may have seen, or a time they responded with different feelings in a similar situation.

Among all of their systems there is an answer. However, where an individual is only relying on one system and is stuck, they are, in effect, excluding from their conscious awareness at least two-thirds of their history and experiences. If that is the case, it is not surprising that they are in pain.

Every impression e.g experience sensory inputs, like any word, can have denotative and connotative meanings i.e the literal, dictionary meaning, the 'objective' data / statistics e.g sunny day at beach, air humidity, temperature, wind speed, sand, bikinis, water...all of which will be experienced subjectively...so 'objective' always in 'marks', like 'truth', 'fact' etc to qualify them... but on top of all these, and which often 'blinds' people, deafens them, and numbs them to the sights, sounds, textures, feelings a 'clear' person will experience, or a child for the first time...are all the connotative meanings, all the

associations every input on that beach has for each individual...often just ONE of these impressions will block out all the rest e.g self-consciousness of 'I'm fat, everyone is laughing at me'...or 'sharks are going to eat me'...so very hard to be 'here, now' and ENJOY all the great feelings of 'beach'...fear of skin cancer, fat shaming, looking silly, sharks, drowning, blue-bottles, waves...and of course consider meanings of 'waves' to surfer or family with young children...a wave from a child Vs and adults perspective...start 'inhabiting' the P.O.V of other people, enter-into-it, to improve your intu-it-ion...

The 'clear' person, to borrow a term from LRonHubbard, and use it in a similar way, or ZEN practitioner, would experience everything the beach had to offer, would be aware of every impression, every stimuli, have a very intense, full experience, attending to every detail as it made itself felt on his sensory system, on the nerve endings in their retina, ear-drums, nose, tongue, feet, skin, etc...would be there, then...on the beach...not off someone in their mind, reflecting on something else, carried away on lines of association to some past experience, or some future, anticipated, imagined one...either way not present, but off in some imaginary world inside their own mind...they are mostly non-conscious of their immediate environment, what is going on around them, and lost in their internal reveries...somewhere ELSE...very dangerous if they are operating a car or truck, or even walking along a crowded beach...

ORIGIN OF EYE ACCESS CUES TODAY ASSOCIATED WITH NLP AND BANDLER: What NLP calls 'eye access cues' began their life In 1969, when **Bakan** discovered a relationship between eye movement and hemispheric recall. He and others developed the idea, which later Bandler and Grinder systematized and made famous. Though I've never heard Bandler credit any of the people who he borrowed most of his ideas from, suspiciously changing the names and introducing / coining new terms beyond what was 'necessary', and appearing to be more of an attempt to 'cover his tracks', so people would credit him with more originality than he deserved. Quite disappointing when you pull back the screen to see Oz, your 'heros', naked!

We need to practice our ZEN observation skills...calmly, alertly, with an 'empty' mind free of any mental chatter or noise or reverie...being right here, right now, allowing this person, there, to be themselves, and to attend to their every communication, verbal and non...with 'eye accessing cues' offering us potential information / insights the un-trained therapist / interlocutor would probably miss, or otherwise only 'intuit', without being able to explain 'how' i.e subconsciously 'reading' the interlocutor's accessing cues...

Ask a question, and attend to their EVERY response as a potential answer, piece of the puzzle...where their eyes move will offer an indicator of which representation system they prefer / dominates their process...are they accessing

some past memory? Imagining some future situation? i.e recalling or constructing internal experiences in response to your question / utterance? ...

Steve Heller is more like myself than any other person in this field, in terms of his approach / philosophical method...actually clarifying what is going on more than anyone else...and so he is most useful for comprehending what is going on...he approaches writing about subjects, his own guides, in the same way...being explicit...working out what is happening and why...so we can 'grok' it too...first he has to grok it...then he really bothers to find a way to express this...rather than simply let people tape his lectures / sessions...i.e he like me works much harder at the hardest bit...communication / how to express this so others can share it... so Heller reminds us that everything is hypnosis / trance...and that the moment the person begins 'accessing' their representation system, they are no longer here, now, but somewhere else, in their imagination, in their mind...and if that place is a bad place, full of fear, failure, rejection, etc, the person will be doomed to relive it / create that place in reality e.g a job interview, attempt to meet people... person will positively and negatively hallucinate...seeing things NOT there, and NOT seeing what IS there...e.g seeing negative signs of gloom / doom / failure, that are NOT warranted by the facts, and NOT seeing the positive signs of opportunity / choices / chances for success / positive feedback, that ARE there...i.e responding to subjective reality rather than 'objective' reality...missing opportunities for positive experience / outcomes ... as stuck in a trance state ... the trance state 'induced' by that past experience / or series of past experiences e.g of failure, embarrassment, disappointment, rejection etc...in some cases REAL series of such experiences...but often each 'experience' was itself 'poisoned' and 'sabotaged' by an earlier implanted definitions ...the earliest 'implants' being the most 'real' to the mind...the most vivid and compelling and powerful...each later experience was modified to 'fit in with' the earliest 'definitions of reality', of TROONATNOOR...and unless that re-production and continual 'distortion' and 'contamination' cycle is broken, by new implants of more generative, positive, realistic definitions of T, then the distortions will get bigger, snowball, until all the person can perceive here and now are those elements consistent with the distorted, inherited 'subjective reality'...and thus the old distorted reality, with its limiting beliefs, will be further strengthened / reinforced / solidified...leaving little prospect of the person ever being 'freed' from this mind prison...

The belief could be 'the holocaust' and the consistent round of propaganda films 'excreted' by Hollywood ever year or so, along with continual ADL propaganda, and total full spectrum domination of all the mass media and education...or a belief that 'I'm ugly', or 'I can't learn anything cos I'm dumb' or 'people don't like me', or 'I can't write essays so I'd better learn to use my hands' or 'I can't do manual stuff so I'd better learn some other 'trade'...'I'm not worthy of love, respect, acceptance, approval', 'I can never win the approval of others', 'I'm a

loser', 'I'm a failure', I don't deserve to be happy, I will never be happy, My parents/ the world's unhappiness is my fault', or even 'If I try hard enough, I can save everyone' i.e a typical syndrome for intellectually gifted, conscientious, children of divorced parents where one blamed them, or they assumed the blame, for the father 'disappearing'...etc...

So to prepare client for date / job interview / life, have to find source of these distortions... i.e first find 'subjective reality' person is inhabiting...interrogate it e.g generalisations, distortions, etc to 'clear' their mind of the rubbish / faulty / erroneous patterns / definitions...so they can now see the present for what it is...free of these past distortions / glasses / filters...that prevented them being here, now, and realising their full potential, seeing all their real options / choices / opportunities...

'I always....' E.g fail...well find ONE example...such as getting to appointment on time...breaks 'reality'...defies the lies... go back to find 'first' time this was imprinted? Implanted? Traditional therapy. Or just replace the implant, NLP style.

In movies people 'flash back' to earlier episodes in their life e.g a bully beating on them, when trying to face a bully today...I clearly am a perfect example of being bullied...due to own family beating on me from birth...never learning that 'I can defend myself'...as during my formative years that was simply impossible...everyone was that much bigger and stronger...so I learned I could not...when in fact, compared to my peers, I could easily have managed any of my later bullies...

Where an individual is looking up to their left, s/he is triggering that part of the brain in which PAST VISUAL memories are stored.

When that individual looks up to the right—your left as you look at them—they are CONSTRUCTING VISUAL images, forming a picture of a new idea, understanding or something they have never seen before.

So observe if your interlocutor appears to be doing what you asked / following you i.e are they imagining a future situation, or falling back into remembering a past one? And to calibrate, ask questions that would normally require them to either remember something they've seen, or construct an image of something they haven't...and if you are 'painting a picture' for them, watch and see if they are really painting along with you...if you have really 'got' them...if they are playing along...doing as you suggest, and 'painting that same picture'...

If you asked him/her to get a clear picture of the colors red and orange, they would again look up to the left. If you then asked them to get a clear picture of a red and orange polka-dotted elephant, they would look up to the right. (They

might first look briefly up to the left to "recall" each piece, before looking to the right.

In most people these eye movements are 'standard' and pronounced, easy to 'read'... Many of the best therapists / motivators / teachers / trainers / communicators do this intuitively, without being aware that they are reading their interlocutors' eye accessing cues as part of their general 'intuitive' ability to communicate i.e share meanings with people...understand people...'get' people...

When, in response to a question or in any other situation, an individual looks down to their left—your right as you look at them—they are, at that moment, into their internal AUDITORY SYSTEM. In effect, they are having an internal dialogue. They may be rehearsing what they are about to say, or re-hearing a past conversation or any previous auditory experience. Another possibility is that they are "analyzing" something they have heard or wish to say.

When an individual looks down to their right—your left as you look at them—s/he is recalling PAST KINESTHETIC EXPERIENCES. As you observe that person, you will often see evidence of their kinesthetic experience: facial color changes; bottom lip becoming fuller; changes in breathing rate. As a general rule, when someone is experiencing a present kinesthetic experience, s/he will tend to look in the general direction of the listener and make physical contact to their own body. It is when that individual is attempting to recall a past experience of "feelings" that the individual will look down to their right.

People who usually respond to a question by moving their eyes up to the left are usually accessing some visual representation...in order to respond / answer the question...They will tend to do this...as their preferred / dominant representation system is visual...they process information this way...visually...they use lots of visual imagery / figures of speech in their communications...

Some individuals will almost always move their eyes down right when searching for past information. In effect, they are trying to grab hold of, and get the feeling of the information. A few individuals will look first down to their left in searching for information, or recalling a past experience. This tells you that they are using words as their "program" for recall.

Remember to calibrate, and observe...make no assumptions...even if they 'usually' do X, don't assume this time they are...be all ZEN...THAT is the key to success...not learning rules...the 'rules' are just there to 'open your eyes, ears, and mind' to the existence of communication channels / information that you might normally not pay attention to, look for, listen for, ... and thus filter out / ignore, miss, not perceive... it is ZEN training...sensitivity training...training in 'being here, now, and actually listening / observing the person there, now, as they

are, and not as you 'imagine' them to be, 'assumed' them to be, 'thought' they were, were 'told' they are... 'appear' to be (based on some prejudice re: clothing, accent, age, the 'file' they came with, etc)...

By paying attention to eye movements, you, as a communicator, as a people-helper, and as a person who cares, will gain a great deal of information. You will know just how an individual is, at that moment in time, processing information or experiences at an unconscious level. You will "see" just what their "program" is. With this information, you will be able to communicate in a very powerful way. You can begin to communicate to that person at both the conscious and unconscious level.

If you've 'established' that the person is processing 'visually' right now, you can speed up and intensify your 'rapport' with them by not only using 'visual' figures of speech and language, but actually moving your eyes up for a split second before you speak and as you finish. Then you will have communicated to that person's unconscious system. Your eye movements signal that you "understand" how that person is generating their experience at that moment in time. And the feeling of 'being understood', accepted, approved of, listened to, is among the most powerful of 'carrots' you can offer an interlocutor. It is a very 'agreeable' sensation / feeling. They will enjoy interacting with you. Want to continue. To access more of these agreeable feelings. It can become addictive. This is how people are 'seduced' into doing things they really WANT to do, but were too inhibited to do. From buying a luxury item to spoil themselves, to having sex with someone.

Think of 'representation systems' as the 'programming language' their computer uses. While machine code is just zeros and ones, all the applications you use on your computer are programmed in 'specific languages' such as C++ or FORTRAN. You can't write / implant / add code in C++ if the program was written / implanted ORIGINALLY in FORTRAN (need to check for the right analogy, as don't know enough about programming languages etc0...

If you want to 'appeal' to people, you have to use the triggers that motivate them...that they care about...what their priorities are...what their dominant motives are...their 'triggers'...their own personal 'carrots and sticks'...and in THEIR language...using 'figures of speech' that THEY would use...metaphors that mean something to THEM...that mean the SAME thing to YOU AND THEM...i.e SHARED metaphors / meanings / language... and not just their 'native' language e.g English, but which figures of speech in English...

Consider trying to read Shakespeare or some other literature or poetry from hundreds of years ago, where the analogies, metaphors, famous people and incidents, and references, does not translate well into the current era. Because we don't have the same experiences. We don't use the same technologies. We are

not familiar with the events, people, etc, referred to, in the figures of speech, in the references, in the 'jokes'...many things just do not 'translate' well...which is why we need to read Shakespeare with a study guide, in which all these things are explained, and translated, into the current vernacular, ... where all the allusions and analogies are clarified...so we know what the author was TRYING to say...and clearly DID say to the people of their own time...many 'jokes' do not translate at all...'you had to be there'...there is so much information missing in the explicit statements...so much implicity / not said, which the readers of the day would have 'gotten' ... it would have been obvious to them...they knew the references...they knew who the writer was alluding to, and what events and people, famous in their day, they were referring to...implicitly...

It is not just about the lack of shared definitions of words, i.e how are THEY using the word, to mean WHAT exactly...or the lack of shared ASSOCIATIONS i.e connotations that words / utterances have for different people...but also the fact that ALL language has some figurative element...the phrasal syntax produces the meanings via 'figures of speech'...you can rearrange word orders to give totally different meanings...much more than just 'the cat chased the dog' Vs 'the dog chased the cat', but there are so many different meanings that can be produced by rearranging the words...and often not shared by the interlocutors e.g 'He drinks'...She's easy.

Of course we need our interlocutors to be 'genuine' in their desire to communicate ... Vs propaganda, spin doctoring, misleading, tricking, deceiving etc...

Where an individual is planing his/her eyes back and forth on a more or less mid-line, s/he is experiencing an internal (auditory) argument with him/herself. In many instances, they are also generating very rapid, and often confusing, visual images. This "program" can occur in any individual from time to time, but is most often seen where the individual is under extreme stress. In fact, severely dysfunctional individuals often evidence this pattern.

The "straight ahead" visualizer. This is a "program" where the individual appears to be looking at the listener, but is, instead, generating internal visual experiences. Often, such an individual is nearly oblivious to the people and events that are occurring in the world around at that moment. There are two main clues for spotting this program: Staring without blinking, and pupillary dilation. If you believe that an individual is engaged in this pattern, you can test to see if you are correct. You might hold your hand out and say, "What color rose am I holding?" If the individual looks puzzled or confused, s/he was probably not "picturing" straight ahead. On the other hand, if s/he continues to stare, and gives you an answer—e.g., "It's red"—you have guessed right. If you were to then reach out and "hand" him/her that rose, s/he might even take "it." You could even

suggest that s/he close her eyes and continue to hold and look at the rose. If you do so, be prepared to be somewhat alone. S/he will probably enter into hypnosis. I could be incorrect. S/he may already be into the hypnotic state.

Where an individual seems to be "looking right through you," s/he is really auditorializing and making a picture of what s/he is saying. In effect, s/he does not even see you, the listener. Instead, s/he has literally altered consciousness; is looking in the distance at an imaginary blackboard; talking internally and picturing either the words, or the scenes that match the words. Most individuals find this pattern disconcerting when directed at them. It is probably the single most misunderstood of all patterns. When a man uses this pattern with a woman, she will often feel as if he is "undressing" her. In reality, he hardly knows she is there. Where it is a woman using this pattern with a man, he will often feel as if "she acted as if I was nothing." Again, she is so into her own process, she's unaware of the world around her. I believe that this pattern always results in a form of "self-hypnosis." If, while someone is using this pattern, you make a sudden move (e.g., raise your arm high) or make a sudden noise (e.g., snap your fingers), you will see them almost jump. They will look confused and startled. It will be almost as if they were brought out of a "trance" too quickly. Often, that person will evidence amnesia for what had transpired just prior to their "awakening." MHR I've been accused of staring at women this way, while lost in some thoughts...

Where the individual is left-handed, it is an easy transition. Just reverse the meaning of eye movements. If a lefthander looks up to his right, he is generating past visual. If he looks up to his left, he is constructing new pictures. Eyes down right equals auditory, while eyes down left indicates kinesthetic memories. The variations mentioned above have the same general meaning regardless of left/right hemispheric dominance. Sounds and looks simple, does it not? Well, it is and it is not. There is a category of individuals that I term "cross-brain dominant." These are individuals who may be right-handed, while they are right-brain dominant as if they were left-handed. On the other hand (pun intended), they may be left-handed and left-brain dominant as if they were right-handed. When in doubt as to how a person is organized at the unconscious level, ask questions. For example, you might ask questions that require past visual recall: What color was your first car? What style was the first house you lived in? Pay attention to where the individual puts his eyes. If he looks up to the right for past information, forget what "hand" he is. His hemispheric dominance will tell you from where he is getting his experience. His handedness will only tell you with which hand he will sign his name.

It is only where their mixed system produces pain and lack of choices that I would label their mixed systems GIGO.

We change our preferred unconscious system depending on the circumstances and our internal "memories." may have one preferred unconscious system in a pleasant experience, entirely different in a painful situation. two different programs depending on the emotional content of their experiences.

Heller warns us that a person may be accessing a visual system i.e visualizing / constructing, but is simply incapable of being consciously aware of it i.e it is happening at a level below / above consciousness. And it may be THESE visualisations that are the etiology behind their symptoms i.e producing them... Out of Conscious Unconscious System,, any system (K—A—V) that an individual is unable to bring into awareness, or that they are unaware of, is their out of conscious system. In the areas of dysfunction and pain, the out of conscious system may prevent the individual from having choices as to change.

BLOCKED SYSTEMS: EXAMPLES If you or I were to visually recall an unpleasant experience from our past, we would probably begin to experience some unpleasant feelings. You might pause now... and remember some past trauma; see it as clearly as possible... and now become aware of feelings that match what you are "seeing." Since you are aware of the connection between what you are "seeing" and what you are "feeling," you have several choices that will change your feelings. You could stop the pictures, or change them to something that is pleasurable, or remind yourself that it is in the past and you survived it. But the individual who is seeing something painful, without the ability to "know" that they are "seeing" it, has a painful problem. That person will become aware of their painful feelings, but will have no idea from whence they come. Without that awareness, s/he has little or no control over what s/he will continue to experience consciously.

The individual whose visual system is out of conscious, or who claims that they cannot get visual images, is someone who, during some period of their life, was forced to, or accidentally saw things that looked very scary and caused a great deal of pain. To protect themselves from that pain, they brought down a mental curtain over those (visual) memories, and, in effect, produced amnesia for those events—at least in the visual experience. Those pictures from the past are going on internally, but that person is afraid to see them. To avoid looking at these painful images, they block out "seeing" any pictures.

Another example of the Out of Conscious Unconscious System would be that of the person who, in processing information, looks down to their right (K), describes events visually, and informs you that they have trouble "getting in touch with my feelings, the channels for bringing those feelings into conscious awareness are blocked. The person who leads with their eyes to a kinesthetic system—that is, their unconscious system is kinesthetic—but tells you things Pictorially, or announce that they have trouble feeling things, or that they cannot

get in touch with feelings, is someone who, in all probability, was forced to endure such physical and/or emotional pain that to protect themselves, they literally disconnected from that part of their experience. As a result, they have difficulty using their kinesthetic system as a resource. You will find that such individuals tend to have many somatic complaints. MHR Migraines?

Both of the preceding examples may have been very efficacious choices at the time they were first used. For instance, if I break my leg and I have the ability to disconnect from the pain while I go to a doctor to get my leg fixed, I have used that ability to make myself more comfortable. However, if I continue to block the pain in my leg and walk around on it without getting it set, I am going to end up with gangrene and the cure will become worse than the disease. People who appear in a therapist's office have, at some point in time, developed a cure worse than the disease.

MHR So ZEN: people who are not functioning well, who are in pain, tend to be making feelings out of pictures that they see in the back of their head, or they turn words into pictures into bad feelings. They do these things without awareness and, therefore, without choice. They do not deal with the world around them, but rather their inner belief system and inner reality has taken precedence over outer reality. They, in effect, use the same system to come up with the same painful memories to come up with the same painful feelings in spite of the world and the options around them. But, of course, there are those who still insist that there's no such thing as hypnosis. Yet, there are people who can sit in a perfectly quiet room with nothing going on and, in their mind, begin to hallucinate things out of the past, respond with physiological responses, and emotionally feel fear, apprehension and depression. Even if you tell them there is nothing going on around them, they continue to feel bad.

MHR ... data can inform us 'don't do X again', as long as all the language is precise and explicit...and the assumptions correct e.g that X is the problem / to be avoided...overgeneralization typical ... fear of noise in dark ... will keep you alert...but if spend all time in dark, in noisy place, you will become a nervous wreck...need to be more precise...

You can DESTROY rapport, rather than generate it...rapport is KEY to all processes...MHR 'getting their attention' pre-requisite?)

PT: Things just look hopeless. I just cannot see a way out of my problem. It is all so black and white and I feel trapped.

DR: I know how you feel. I have been stuck myself. We can make an effort to get in touch with some solid new choices that can help you to feel hope. Talking in a system that is not your patient's conscious output system. If you watch carefully,

you may see that many people will evidence pupillary dilation, altered breathing, a blank stare and a sense of not being there.

VS

DR: I know that when things look dark, we can end up feeling trapped. Perhaps the two of us can find a different way of looking at this situation. When I have a clearer picture of the situation, I might be able to help you to see things you have overlooked. There are many other colors in addition to black and white.

Once you feel reasonably confident that you have identified the individual's conscious output system in the area of his/her problem, the next step is to find out if that system changes when s/he is talking about something that is pleasant. In many cases, there will be a definite switch. You can discover this by saying, for example, "When things aren't so unpleasant for you, what do you like to do?" When s/he answers, ask: "What do you like most about..." If there is a definite switch, you will have some very valuable information. You will know what systems to which to move the individual in order to help him/her feel better; what system needs cleaning up; and to start communication in the "painful" system, while slowly moving to the one s/he knows how to feel good in.

The following is an example from my practice:

ME: What brings you here... That is, what would you like to have a new choice about?

PT: I've been really down. I don't have any energy, and I just don't care about anything. [This was followed by several minutes of "kinesthetic" comments.]

ME: I'm sorry you're feeling so badly. Problems can sometimes feel so heavy that we can feel good and stuck.

PT: [Nods head vigorously] Yeah. You have it. I'm just so tired of feeling this way.

ME: If I could wave a magic wand and take all those bad feelings away, what would you do that you enjoy?

PT: Paint. I love to paint. [With this statement, there was a noticeable change in her demeanor, and she appeared to be a little more relaxed.]

What do you like most about painting?

I like to see the painting take shape. I really enjoy putting the different colors on the canvas, and when I finish, I feel really good just looking at what I have

created. [At this point, there is a definite shift to a visual output, and she is actually smiling.]

What else have you seen yourself doing that you are proud of?

[Pause] Oh, I know! I once designed a dress from scratch! That may not sound like much to you, but to me it was a big deal. I looked all over for a pattern that looked like what I wanted, but I couldn't find one. They either looked awful, or they wouldn't fit me. So I actually designed my own dress pattern and adjusted it to fit just me. It came out just beautiful and it looked great on me. [At this point, she is sitting up straight, with good eye contact; her voice is strong, and she looks anything but depressed.]

That's great. You saw that someone else's idea of a pattern did not fit you, and you did something about it. I can see how proud of that you must be. Now I would like you to do us both a favor. I want you to close your eyes, and see yourself designing that pattern, and cutting it out. Then I want to see yourself going through all of those steps that led you to creating a pattern and dress that looked right for you. As soon as you have that picture clear in your mind, I would like you to signal YES by raising the first finger of your left hand. [As I said this, I reached over and lightly stroked that finger. With the emphasis on the word yes, and the stroking of her finger, I was setting up an ideomotor response.]

OK. [Closes her eyes and continues to appear very relaxed. After a time, her finger moves up.]

Thank you. Now I want you to watch that you who is so deeply involved in what she is creating...A NEW PATTERN. [This was the beginning of helping her to disassociate and to focus her on the enjoyment of creating new patterns.] I want you to pay attention to how much she is concentrating on the new pattern...the feeling of pleasure...the feeling of the scissors in her hand. ..the determination to design a beautiful new pattern that fits her, and helps her to really look good. [I continued to discuss her experience in great detail for close to 20 minutes. I emphasized losing track of time and place; of not paying attention to sore muscles or feelings; of solving the problem of the wrong pattern; of accepting that the patterns designed by others may not be right for her, and that she could choose to discard them and create her own.]

[Opens her eyes; looks around and sighs] That was quite an experience. At first the picture was very vague, but then it became very vivid. I felt like I was floating and observing myself. After a while I could hear your voice, but it was far away, and I don't know if I paid attention. I feel very good. I know I'm looking at things in a different way, but for the life of me, I could not tell you what happened.

That sounds like you had a nice learning experience, and enjoyed yourself in the process. Now our time is almost up [Pt. looks surprised, and glances quickly at her watch], but I would like to ask you something else. How would you like to attempt to paint a beautiful picture, or create a new pattern while you were blindfolded so that you had to do that by feelings only?

[Laughs] I wouldn't. It would probably be impossible. Even if I could do it, I'm sure it would be frustrating, and I don't think I would enjoy it. I probably wouldn't like to look at the finished product.

That's Right! I was sure you knew that, and that you only forgot for a while. Now that you see that clearly, I know you will get the picture and continue to feel better!

[Looks puzzled] What? I don't know if I understand [smiles...head nods slowly yes].

Good! She sees what I mean, and can show you a pleasant surprise. I will see you next week.

CASE: SECOND SESSION

PT:

ME:

I really had an interesting week. For three days after I saw you, I was really floating. Things looked brighter, not only in my life, but even colors. I was much more aware of what was going on around me. On the fourth day, I crashed. I felt just as depressed as before.

You don't look depressed now... In fact, you look very good.

I feel great. As I was sitting around being depressed, I suddenly heard your voice. I heard you asking me how I would like to try to paint blindfolded, by feelings only. I suddenly realized that I was busy running my life by feelings without looking at other ways. Then I saw myself cutting out a dress pattern that didn't fit me, and, if I wanted it to change, I had better make a new pattern. I began to look at what I was doing to make myself so unhappy, and after a while I saw it [She went on to explain how she would focus on everything that could go wrong; thinking "crazy" thoughts, etc.; and how she was making herself look at the whole picture, etc.] Now I would like to ask you a question.

Ask away.

You hypnotized me, didn't you?

Well, it looked to me as if you decided to go into that state.

Well, it was wonderful, only I didn't believe I could be hypnotized.

It's nice to see that you are able to learn new ideas.

I didn't tell you before, but I had gone to a doctor who used hypnosis, and it was a disaster. He kept telling me to feel heavy, and to sink down in the chair. The more he told me to feel heavy, the more upset I became. I thought he was telling me to be more down than I was already. So I really fought him, and never went back.

Maybe he didn't know how to show you what you needed to see. [At this point, I gave her a brief lecture on the principles of the systems, and pointed out how well she responded to visual communication.]

PT: That makes sense. When I first closed my eyes, I started to get tense. Then you talked about seeing myself making the pattern, and I started to get the picture in my mind. It seemed very natural. The next thing I knew I was floating that fits her, and helps her to really look good. [I continued to discuss her experience in great detail for close to 20 minutes. I emphasized losing track of time and place; of not paying attention to sore muscles or feelings; of solving the problem of the wrong pattern; of accepting that the patterns designed by others may not be right for her, and that she could choose to discard them and create her own.]

[Opens her eyes; looks around and sighs] That was quite an experience. At first the picture was very vague, but then it became very vivid. I felt like I was floating and observing myself. After a while I could hear your voice, but it was far away, and I don't know if I paid attention. I feel very good. I know I'm looking at things in a different way, but for the life of me, I could not tell you what happened.

That sounds like you had a nice learning experience, and enjoyed yourself in the process. Now our time is almost up [Pt. looks surprised, and glances quickly at her watch], but I would like to ask you something else. How would you like to attempt to paint a beautiful picture, or create a new pattern while you were blindfolded so that you had to do that by feelings only?

[Laughs] I wouldn't. It would probably be impossible. Even if I could do it, I'm sure it would be frustrating, and I don't think I would enjoy it. I probably wouldn't like to look at the finished product.

That's Right! I was sure you knew that, and that you only forgot for a while. Now that you see that clearly, I know you will get the picture and continue to feel better!

[Looks puzzled] What? I don't know if I understand [smiles...head nods slowly yes].

Good! She sees what I mean, and can show you a pleasant surprise. I will see you next week.

CASE REVIEW

Let us review the above case together. When she first explained her "problem," she was in her kinesthetic system. I began by talking to her in that system. I next asked her to recall something pleasant, and she switched into a visual output system. With that information, I was ready to help her have some new choices. I knew that I needed to help her back into her visual system, to help her have recall of more pleasant kinesthetic experiences, and to use her skills (painting and designing the dress pattern) to create a metaphor that would help her to approach her situation in a new way (pattern) and to understand just how she was creating her bad feelings. As you re-read this case, I am sure it will become very clear. Last, but not least, her comments regarding her previous experience with hypnosis should give you cause to...pause now...and recognize the importance of using the individual's system of communication.

FINE POINTS

There are a few more points about the conscious output system that I would like to have you get a handle on so that it will be very clear. A visual individual needs some time and space to "make" their pictures. If you move too close too quickly, the visual individual will usually respond with anxiety. Once a visual person has evidenced that they are comfortable with you, it is then OK to move in (slowly) and make some physical contact. On the other hand, a kinesthetic individual will feel that you are cold and unfeeling if you sit (or stand) too far away and don't make some physical contact. These two points are important. If you want to "blow" rapport in a matter of a few seconds, move in very close and touch a visual, and stand way back from a kinesthetic. Next, where an individual is in physical pain, they are in a painful kinesthetic system. Helping them to move from kinesthetic into either visual and/or auditory will produce some profound and interesting changes. In addition, moving an individual slowly from his conscious

output system to another system, and then continuing to loop through all three will, in most cases, result in the individual "taking a trip" to that "other state."

Communicating on two levels at once, and to produce so-called "informal" hypnosis without an induction or "formal" trance.

THE NEXT STEP Once you have ascertained the individual's conscious output system in both the problem area and in a more pleasant area, you are ready for the next major step. It is now time to learn what the unconscious system is. Again, you will want to find out if there is a shift in the unconscious system where the individual switches from the problem to a more pleasant experience. When you have spotted the unconscious system, you are ready for some powerful work. You have what you need to begin communicating on two levels at once, and to produce so-called "informal" hypnosis without an induction or "formal" trance.

A man enters your office, sits down and begins to discuss his problem. You have discovered that his conscious output system is kinesthetic, and you are responding in kind. You next discover that his unconscious system is visual (his eyes almost always move up left and then back to you before he speaks). One choice you have is: when he finishes a statement, you look up briefly to your right (his left as he looks at you), then at him, and then "talk kinesthetically." When you finish your statement, again look up briefly to your right. In effect, you are telling him that you understand just how he is creating his experiences, and where he keeps "finding" a source for his problem. Instead of this method, or added to it, you might choose to be a mind reader. As you talk in his system (kinesthetic), you can slowly change to his unconscious system, and tell him what he is doing. Example: "I know that you are feeling bad right now, and you're tired of those feelings, and when you become aware of those pictures from your past [move your eyes up right—his left—as he looks] and learn to stop seeing all that or to change those pictures, you will be surprised at how quickly you can feel better." With this method, many interesting things can, and often do, happen. I have had people suddenly recall past events and their attendant pain. In one instance, a man just froze, stopped breathing for several seconds, and then began to cry. He had claimed to have no feelings and to be a cold person. Most often, the individual will just stop and stare, and, in many cases, nod his or her head, or in some other way affirm what you have just said. Often, the individual will simply go into hypnosis... I forgot...there's no such thing. But, if there was, when the individual stops and stares, you may notice pupillary dilation, a marked change in breathing and other interesting "things." Sometimes, I simply say, "That's right. Now you can close your eyes and drift...and those pictures will soon be that much clearer."

MAKING UNCONSCIOUS CONSCIOUS Another powerful approach is to simply help an individual become aware of the relationship between their unconscious system and what they are experiencing. Once they understand, it is relatively easy to help them learn to stop the process, and to change it. Example:

A 12-year-old boy, "P", with behavioral problems at school. In addition, his parents had informed me that the boy was withdrawn and nearly totally non-communicative.

ME: Well, "P" what do you think your parents brought you to see me for?

"P": [eyes down left] I don't know. I just get into trouble a lot.

ME: Sounds to me as if you don't feel too good inside.

"P": [eyes down left] Yeah, I feel bad.

ME: Before you started to feel bad, what did you like to do for fun?

"P": [eyes straight ahead, then up left, then straight ahead] Baseball I guess. That's fun, and it makes me feel good.

ME: What part of baseball do you feel the best about?

"P": [eyes up left for split second, then looks at me] I like it all, but hitting is fun. I feel good when I get a hit.

ME: I'm glad you know how to feel good [at this point I reached over and touched his arm lightly], but I think it's sad that you have been feeling so bad inside.

"P": [eyes down left] Yeah.

ME: You must get real tired of those bad feelings, and I wonder just what that voice is telling you that makes you feel that way?

"P": [head jerks up straight] What do you mean?

ME: I would like to help you to feel better, but I need you to help me. You don't have to tell me any secrets or anything you don't want to. [P now looks much more alert and is beginning to interact and talk with increasing ease.]

"P": [smiles.. .for the first time] Sure, what do you want me to do.

ME: I want you to look up to your left and pretend that you can see yourself getting a real good hit in baseball.

"P": OK. That's easy, [eyes up left, nods his head and grins]

ME: I can tell by your face that feels good. [He nods head yes] Now, I want you to look down to your left and find out what happens to your feelings.

"P": [eyes down left; body slumps; facial expression changes] I feel sad again.. and scared.

ME: Tell yourself STOP! I don't want to feel that way, and then look up to your left and see yourself hitting the ball.

"P": [pause, head moves up, eyes up left and he smiles] Hey! That's weird. When I told myself to stop, I didn't feel scared anymore, and when I saw myself hitting the ball I started to feel good.

ME: That's great, "P." I knew you could do it. [again touched his arm] Now, I would like you to practice that all by yourself, and I'll just watch.

After several practices, "P" was having a problem keeping his eyes down to the left. Every time he began to look down to his left, his head and then his eyes would "pop" back up. He was also smiling, alert and very talkative. At this point, I knew the following: "P's" conscious output system in both his painful area and his "success" area was kinesthetic. However, there was a definite switch in his unconscious system from auditory (painful) to visual (successful). I also knew that he had some old painful tapes running in his head that were the source of his painful loop. I also knew that the next step was to help him to bring into consciousness the voice or voices he was hearing, and what was being said. That was my next task.

ME: "P," I would like you to close your eyes, and listen to the sound of those voices you have been hearing. You don't need to hear what they are saying, but just the sound, and when you hear that, nod your head.

"P": [Head nods] I hear it. [sounds angry and his body tenses]

ME: Now "P," I want you to begin to see the face of the person or persons who match that sound, and then see the whole person, at about that time and place those scary things were first said.

This procedure was simply moving him from his unconscious auditory to his unconscious visual..which also resulted in "P" entering into hypnosis. Before we had finished this portion of the work he had an arm levitation as well as ideomotor responses.

ME: ["P" nods slowly] Now see that younger you at about that time in his life when those things happened that caused him to be sad and afraid, [pause.. head nods yes] Now see one of your favorite baseball players taking that younger you

by the hand and telling those people to leave you alone, and that he is going to protect you. Keep on watching until that younger you looks happy and then see him growing up strong and happy.

I saw "P" two additional times. After the first session, his parents reported that the change was like magic. He was talkative, helping around the house, and getting along in school. And he had told his parents that he didn't like it when they yelled at each other, and that when they did he was going to go somewhere and not worry. Two years later I saw his mother for another matter, and she reported that his "problems" never came back. (By the way, I have "blown" them just as dramatically as I have been successful.

AIM is to get person to replace dysfunctional / self-destructive / limiting etc automatic / habitual / non-conscious stimulus-response patterns / frames of reference / noetic structures / belief systems / beliefs / definitions / ways of seeing and being...with desirable / generative / resourceful / positive / constructive patterns of auto-response / reaction / internal dialogues / self-talk / imaging / visualization / positive and negative hallucinations ...

SYSTEM INTERRUPTIONS i.e Zen whacking stick to 'break the reproduction from moment to moment, of the past pattern...open up a 'Bardot' of opportunity to implant new / replace old pattern...escape history...break the cycles...introduce / implant / suggest alternatives...

For example, the individual looks up left for a split second, and then looks **straight ahead** when s/he is discussing some **positive experience**. When s/he begins to talk about the area of **difficulty**, the eyes go up left, then **down left** (auditory) **then down right** while s/he discusses a **painful** situation. The **next time s/he begins to talk about the problem, you snap your fingers at the moment s/he starts to move his/her eyes down left**. In addition, you **ask them, or signal them, to look at you i.e straight ahead**, while they talk. The result will be: that you have directed them into using the unconscious successful pattern—in this case, eyes up left, then straight ahead.

MHR employ muscle memory / association of physical gestures with states...i.e they are 'anchored' in those gestures, and those gestures can thus 'trigger' the states...once you have identified the gestures e.g eye accessing cues, you can RE-organise them, i.e RE-associate i.e RE-anchor i.e take the gesture that usually triggers 'happiness, confidence, joy, safety, security, calm, etc, and associate it with the idea that previously was associated with the negative trigger / gesture / anchor...so muscle memory will trigger the feelings we want them to experience, in association with the idea / imagined situation etc that used to trigger their unwanted symptoms...

MASTERING OUT OF CONSCIOUS The next area for you to begin mastering is that of the out of conscious unconscious system (out of conscious system). That is of particular importance in the area of the individual's dysfunction. For example, a patient's conscious output system is kinesthetic, while the input system is visual, and you do not observe any evidence of his/her using the auditory system to check out "reality." The indication here is that the auditory is the out of conscious system. Another example, using the same systems as above: you ask the individual what s/he is seeing in his/her mind and the reply is, "I'm not seeing any pictures"—or words to that effect—equals out of conscious visual. Another pattern might be: Patient looks up left, then down left and the conscious output system is very visual. This could indicate that the kinesthetic is the out of conscious system; or, if you were to ask what s/he is saying to him/herself and the response is, "I'm not saying anything" or "I don't hear anything" equals out of conscious auditory.

Once you have determined which is the out of conscious system, you have two primary choices: to bring that system into conscious awareness so that the individual stops giving him/herself hypnotic suggestions for which there is then "amnesia," or to use that system as the one in which you structure your hypnotic and therapeutic work. Since that system is out of conscious, almost any hypnotic work you do in that system will, in most cases, lead to amnesia for that work. When that happens, it makes it very difficult for your patient to "block" or "sabotage" the therapeutic process.

MHR it is always the ideation we are unaware of i.e that is so habitual and automatic, or in this case, using a representation system we never consciously attend to...that bypasses rational reasoning...and is most powerful for this reason...can't reach using 'reason' or 'self-knowledge' i.e 'understanding, which conventional 'talking' therapy is limited to employing...Heller employs it to bypass the conscious mind's limits / resistance...

To bring the system into awareness, so that they realise how they are sabotaging themselves with negative self-talk they previously 'forgot', as soon as they did it, is to do system overlays. That means starting in the individual's conscious system, moving to the unconscious system and then to the out of conscious system, and repeating the procedure until you get the desired results.

Example. Your patient has informed you that s/he really likes to go to the beach. You might then ask him/her to close his/her eyes and picture the beach on a beautiful day. As your patient responds, you would then spend a few minutes describing visual experiences common to the beach. As you observe signs of relaxation, or calmness, or concentration, or even trance, you would then begin to introduce kinesthetic experiences: e.g., watching the beautiful blue sky and the clouds, and feeling the warmth from that bright sun. After a few minutes of

visual/kinesthetic, you would begin to introduce the auditory experience: "And the sound of the waves crashing in helps you to relax even more, and as you hear the sounds of the waves, you watch the waves building and then falling, you feel a deep calmness. You can see children playing and hear the sound of their laughter, and remember a feeling of pleasure from your past," etc., etc. With system overlaying, one of two things will happen; in many cases, both will happen. Your patient will move into that state of mind that we might call hypnosis, and, perhaps more slowly and with more "experiences" of system overlay, the out of conscious system's "block" will crumble. I have had dozens of individuals report that, as they experienced what I was describing, they began to hear the sounds clearly, or feel all the feelings, or get clear pictures. What is even more important is that in subsequent sessions they report and give evidence of "cleaning up" that block in their real world.

MHR this sounds great...got to try it...on self !!!

UNBLOCKING VIA COMMON EXPERIENCE Another approach to the unblocking of an out of conscious system is to begin simply talking about common, pleasant experiences in that system: e.g., out of conscious kinesthetic = talk about what it feels like to take a warm shower after a hard day's work; the feelings of a freshly laundered sheet when you get into bed; the warm afterglow of making love. Use your imagination, almost anything will do it. If, as you are describing common feelings, you begin to more and more describe pleasant feelings of childhood, you will stand a good chance of producing hypnosis and a regression to their childhood. This will happen because your communication will cause them to have to go into their out of conscious system in order to find that experience. Once the individual goes into that system, they must leave their conscious output system somewhere else. In short, an altered state of consciousness.

UTILIZING OUT OF CONSCIOUS SYSTEM. You can use an out of conscious system to "mind read" and provoke internal searches. For an individual with an out of conscious auditory system, you could say something like: "And soon you will remember just who that person was that said those things that are still causing you to feel that way," or: "And I know that as you become aware of what that voice is saying, you will know how to solve that problem." Such an approach will "stir up" a lot of internal activity, and generally will cause the individual to soon discover what that auditory system is doing.

The out of conscious system can also be used to produce amnesia for beneficial suggestions (thus bypassing conscious resistance i.e the conscious mind cannot reject these, as it is 'deaf' to them, only the subconscious mind 'hears' them. Example: A patient whose conscious output system was visual, while her out of conscious system was kinesthetic. She told me that "everything looks hopeless.

When I see the way People look at me I really get upset." I asked her to tell me what the sound of hopelessness was. Her face went blank; she looked confused, and, after a moment, her eyes went down left, then up left. At that point, I said, "OK, instead you can begin to feel stronger and feel calmer." She looked at me and said, "What? I didn't hear what you said." Since my "suggestion" was made in her out of conscious system, while she was using her other systems to search, she had amnesia for my words. As this session progressed, she became very relaxed. As we finished she said, "I'm not sure what happened today, but I feel much calmer, and I think I may be strong enough to beat this."

THE SHOCK METHOD There is one more approach to the out of conscious system I would like to give you: The shock method. With this approach, you simply ignore the conscious and unconscious system, and go straight to the out of conscious system. Example: Conscious output system equals kinesthetic; unconscious input system equals auditory; out of conscious system equals visual. The patient is talking "kinesthetically" about how bad s/he feels. You respond, "When you see what those feelings look like, I know you will be able to change the picture to one that looks much better." With this method, you have a good chance of producing amnesia for what you have said, causing an informal hypnotic state for a moment (or much longer) and/or producing an unconscious restructure without the patient being aware of how all of this took place.

With hostile client / interlocutor, observe for indications of their preferred representation system, and then start talking about stuff using e.g visual, kinesthetic, or auditory language, i.e whichever they appear to prefer...to build rapport, lower the hostility / resistance, until person 'opens up' to you...then move into the unconscious of whatever system...e.g from visual to kinesthetic i.e feelings, typical for middle aged man etc i.e we are not taught to live in our feelings...for woman might be reverse ... so now have person in sort of trance, and can communicate with their subconscious i.e bypass the resistance / hostility of their conscious mind...like the subconscious understands Chinese, not English, so start in English, then move to Chinese, speak to subconscious mind, in sort of trance state...

got to make these definitions REALLY clear, and each time refer to them, make clear again...so slippery / new...i.e don't expect people to remember too much...so if describe 'looks up to left', state clearly that you have calibrated this to mean....X rep system preference...so not overloading / overburdening understanding i.e do NOT assume person has already grokked fully all the previous..remember they are reading...not studying, then being tested, before moving onto the next chapter...can be too frustrating...most people not so motivated / committed / so much time to invest in...make process as easy as possible...i.e how I write for myself...as reference for me, is how everyone NEEDS to write for others...

I asked him what he thought the trouble was, and his response was to merely shrug his shoulders. The only other information I had was that "R" stared to his left, with his eyes in a slightly upward mode. Since he wouldn't talk, I began to use metaphors with my emphasis on visual experiences. Each story was filled with visual information. After about 10 minutes, "R" began glancing at me, and would occasionally nod his head. As he appeared to be starting to respond (very slightly at this point), I began to tie in kinesthetic experiences to my stories; e.g., "...and the little boy couldn't see any way out of his problem, which caused him to feel a very heavy feeling inside." "R" now began to stare freely at me and his body posture relaxed slightly. However, even though he was now looking in my direction, it was clear to me that he was now in an altered state. His eyes had a far-away distracted look, and his facial muscles had flattened out. Several minutes later he looked right at me, blinked several times, and interrupted me to say, "I get the picture. If I don't look for a way out of this, I'll never see things differently." He then began to talk quite freely. He said that he had been very depressed about his children leaving home, and by the "fact" that he was getting on in years (he was 62) without ever having seen himself successful. He also admitted that not only hadn't he wanted to see me, but that he had come in prepared to be very hostile. (I discovered later that he believed that seeking help was a sign of his failure, and he didn't want to "face" that.)

N.B make sure readers remember you have to calibrate person, each time, for each situation, and make notes (mental or written) rather than buy some wall poster with the 'eye accessing cues' printed on it...

At this juncture, "R" was actually very friendly and talkative. His "problem" just poured out, almost always beginning with his visual system and ending in his kinesthetic. Since he was using a ton of words, I made the following assumptions as to his systems: His output system was primarily auditory, with visual being a strong second. His unconscious system was visual (very pronounced) and since he never moved his eyes to the kinesthetic or auditory, my best guess was that both his kinesthetic and auditory were out of conscious. He verified my assumptions when he told me, "I have a lot of trouble feeling close to people or showing any emotions, and my wife tells me that I don't listen to people very well." I spent several minutes discussing the processes of unconscious learning, emphasizing visual experiences. I then said, "I would like you to see for yourself how the unconscious can work separately from the conscious. I want you to hold your hand in front of your face like this." At this point I "show" him with my hand, palm toward my face. "Good. Now, as you watch your hand just like that, your unconscious will show you something you need to see... Perhaps that little boy at a time and place where he began to see himself as not good enough. [Pause] That's right...and as that picture becomes more clear, that hand will begin to bring that picture closer toward your face, while the sound of my voice makes you feel stronger." His hand begins slowly moving toward his face. "Now, as you

get the picture [using the exact phrase he had used earlier], you may find the comfort of closing your eyes [blinks several times and then his eyes close], and I really don't know just where you will see that hand coming to rest against your face, as my voice relaxes you more and more. I know it will be strange to see that picture of the little boy who feels bad while you feel comfortable even more.. .now." His hand reaches his face after several minutes, and he appears to be very deep into "that state." "Now, as you continue to learn something important to you, you can continue to change the feelings into those of comfort, and I don't want that hand to move down any more quickly than... **YOU HAVE LEARNED SOMETHING IMPORTANT**, and that is no more quickly than you hear the voice inside telling the little boy that it will be OK, and that it never was what he thought it was." It was close to ten minutes before "R's" hand began moving down, and when it was on his lap, he opened his eyes. He began to cry softly (pretty good for a man who has trouble feeling or showing his feelings), and told me about two incidents that had really "got to him" as a child. His eyes were now moving to the kinesthetic area when he was recalling the feelings of those incidents, and several times they went briefly to his auditory. He informed me that sometimes he heard my voice, but most of the time he didn't, and that he could remember very little about what I had said.

All systems, from anxiety to depression, anorexia to obesity, will have certain set patterns or systems. I will go more out on a limb and state that the majority of people with each symptom will have the same patterns. Once you recognize the pattern and its loop, you need to help the individual break it, and form a choice of patterns.

So begin with their preferred system, to gain rapport, then use the unconscious etc etc system to offer suggestions in, bypassing conscious resistance / limiting beliefs...framing language in this way also induces form of trance and amnesia for what suggested ... so very powerful...

To determine 'output systems' observe if person is wordy like me, or relies more on gestures i.e body language / tone to convey meanings....MHR not sure if this that useful... **To determine 'unconscious system'** listen to TYPE of language used i.e in his case he used primarily VISUAL figures of speech (rather than auditory/ or kinesthetic) and metaphors, similes, descriptive language, analogies etc... e.g 'You see what I mean, It looks bleak etc.

To determine the 'out of consciousness representation system' i.e **NOT-conscious** representation system uses to 'talk to self' / 'sabotage self' MHR, in above case both the kinesthetic and auditory representation systems were pretty much neglected, based on his lack of eye accessing cues, as calibrated and observed...which were almost all visual. So these appeared 'out of conscious', as verified / confirmed when he later states, "I have a lot of trouble feeling close to

people or showing any emotions, and my wife tells me that I don't listen to people very well."

So lead with visual language, then move into kinesthetic and auditory, as client enters form of trance allowing you to plant suggestions directly to subconscious mind, bypassing conscious resistance, which literally cannot 'hear' your words framed in the auditory and kinesthetic language, and after planning suggestions for growth / change / improvement, return to visual language, at which client will appear to come out of the trance / reverie, with no memory of you having made those suggestions...but clearly in a more positive frame of mind, and open to more therapeutic suggestions of a conscious nature e.g feedback on 'parenting skills' and 'how to make better choices' etc i.e the more 'rational' and 'reasonable' part of therapy, once you have overcome / bypassed / replaced the irrational, emotional conditioning / implants / phobias / habitual defeatist-sabotaging self-talk and visualisations etc...

Take a child and tell him, over and over, that he will never amount to anything. Years later, every time he is about to get a promotion, he gets drunk and "forgets" to show up for work, and he amounts to nothing. This is the same pattern as post hypnotic suggestion, formed by constant repetition from an authority figure, and the suggestion being accepted / adopted.

MHR Virginia Satir and Steve Heller's recognition David Humes T vol I observations, that we seek out patterns automatically. It is our nature. We construct patterns out of the flimsiest materials. Automatically. Habitually. This is how we construct 'meanings'. Relating one object to another, by way of ascribed (we think observed / induced) patterns, either induced from 'experience', which is so indirect / distorted by expectations etc i.e previous 'patterns' ascribed, or from general principles i.e definitions...again the result of someone's previous ascription / observation of a 'pattern' i.e constructed pattern out of impressions...we construct expectations i.e if X, then Y, or X+Y will result in Z, cause-effect idea-ology, to make predictions, and employ constructed / observed patterns to our benefit...e.g deliberately introduce X and Y together to produce Z...and assume that if we see Z, that X and Y must have been here...we 'jump' to so many conclusions...it is kinesthetic...an emotional need / triggered response...automatic...non-conscious in most cases and pre-rational acceptance of what told / appear to see e.g movies, t.v, teachers, parents, ...and own experience...often definitions imposed on us / ascribed even to our own motives, by others...we are powerless to reject...have no way to 'disprove' on our own...take as given, natural, normal...consensus reality...big and small i.e wider society, and own small family group...

We are creatures of habit / comfort of 'known', when in fact we cannot claim to 'know' anything...but the patterns we repeat become habitual and 'known' to us in kinesthetic sense...i.e 'jump' to conclusions and 'feels right'...

Very hard to 'kick' a habit.

We use the term 'concrete' to describe 'concrete reality' and 'concrete facts', as if these exist in reality, other than in our minds.

Patterns are efficient...the quicker you can 'define' a whole 'class' of similar objects, situations etc, to 'chunk up' to higher levels of abstraction / generalisations, the more efficient your processing, but the less accurate / precise...e.g jump when hear sound of car backfiring...or 'growl' in the woods...automatic...can save your life...but make it miserable too...phobia is case of 'chunking up' and 'generalising' often from one case...but more often our conditioning is the result of repeated positive and negative reinforcement, like Pavlov's dogs...at first require presence of 'concrete' stimuli to produce saliva...later mere sound of the bell they learned to 'associate' i.e connect i.e relate i.e assume belonged together with, the appearance of the meat...so it is with us...or the elephant first tied by a chain, at birth, learns that this 'class' of objects called 'chains' are impossible to break, and later assumes that a flimsy string belongs to the this 'class' of objects, and allows itself to be 'retained' by something it could easily break free of...by habit it has generalized...chunked up...and becomes a prisoner of this generalisation...of including string in the same class as metal chains...and so the 'state' need not point a gun at your head, it simply sends you a letter directing you to appear someone in a few days time to start training for war...or to pay a huge fine, or taxes, or close down your business, or give your children to 'the state'... with not the merest hint of violence...and because you conform, no-one pays it much attention...as compared to soldiers forcibly arriving to make you do any of these things...THAT would look like a POLICE STATE...but as long as this threat remains in the background, we can pretend we live in a FREE SOCIETY ...

What can be learned can be relearned. People may not realise they have alternatives, or be unable to break out of a learned cycle of behavior / patterns. Patterns that once served them well, may prove maladapted to their current / future situation. Imagine war compared to peace, and habits learned during the very dramatic / traumatic experiences of war. Or of simply growing up in a very hostile family / social environment. A child is about as powerless vis a vis their parents and family and other carers, as a soldier in a war zone, or worse, as a prisoner of war.

PAIN AS A PATTERN

Physiological pain is more than pain. It, too, is a pattern. The individual suffering pain from illness or injury responds to that pain in a patterned way. The pattern is based on their past experience with pain, their belief system as to their ability to deal with pain, as well as their future expectations. The individual whose past experience and belief system lead them to expect that they can handle it—that they've always done OK, and they "know" that they will recover quickly—becomes what is called a "reducer." As the name implies, these individuals are able not only to minimize their response to pain, they are also able to actually lower their perception of the pain itself. At the other end of the scale is what is called an "augmenter." An augmenter's belief system, and therefore their remembered history of pain, is that pain is terrible, awful, always gets worse, and they can't stand it. Their future expectation is that the pain will always get worse before it gets better. Their belief system and pattern of response is, in effect, operating as a hypnotic suggestion.

If an individual combines a belief system such as, "I can't succeed, I always fail," with a pattern of behavior that leads to self-defeat, he not only fails, but the failure itself "proves" his belief system. This leads to reinforcement of the automatic patterns of belief and behavior.

Consider the results of sudden pattern interruption. Several years ago, researchers decided to interrupt hypnotic subjects as they were performing post-hypnotic tasks. They found something quite interesting. The subject, upon being interrupted, spontaneously entered into a hypnotic state. Milton Erickson utilized this phenomenon as a method of trance induction. For example, he would give a suggestion for some post-hypnotic activity to take place at the next session. Dr. Erickson would then interrupt the pattern. The subject not only entered into the hypnotic state, in many cases the subject developed spontaneous amnesia for the events just preceding the trance state. If you, as a therapist, can discover a pattern in your patient, and lead the patient to recreate it, and interrupt it before completion, you may be surprised—You might find the individual entering into the hypnotic state.

PATTERN INTERRUPTION A woman entered my office, sat down, tightly crossed her legs, then crossed her arms over her chest, let out a deep sigh and began spewing out words. The words were about her hopeless situation, her stupidity her inability to do anything right, and that she probably couldn't even learn "this hypnotic stuff." At that point, my phone rang. Since I was expecting an important call, I had not turned it off. The woman looked upset, so I apologized and had her wait in the reception room while I completed the call. When I asked her back in, she sat in the same chair, and recreated her initial behavior in every detail: tightly crossed her legs, then her arms, deep sigh, and then the stream of words of helplessness. Recognizing her behavior as a probable pattern, I decided to interrupt. I said sharply, "Wait, I can't hear you from there. Would you mind

moving to that other chair so I can hear you better?" She moved to the other chair, crossed her legs, then arms, then sighed, but before she could spew, I turned to my desk and began writing without a glance at her. Next, I apologized and told her that the first chair would be better and she could help me by moving back. As she sat down, I told her to please cross her legs and only then her arms. As she complied, she developed what Dr. Erickson calls "responsive attentiveness" (Erickson, Rossi 1976). The best description of this might be "staring in an almost daydreaming way."

She was then told to close her eyes and take a deep breath and let it out slowly (i.e., her sigh described differently) before we could talk. As she complied (already responding to my lead and suggestions), she was then told, "Now that you are becoming so much more relaxed, you can continue breathing slowly, relaxing that much more [leaving it to her to figure out how much is that much more], and soon you may want to uncross just your arms or just your legs first [implying there would be a second uncrossing without knowing when]." Within two minutes, a most satisfactory state had been achieved. Her pattern was interrupted, then redirected and then redirected again into a formal hypnotic state.

Gazzaneta (1967) discussed what he termed "conditional reflex, or bad habit" and the rapidity with which an individual can learn such patterns of behavior when he said:

We must remember that we are examining a half of the human brain, a system easily capable of learning from a single trial in a test. — The Split Brain in Man by Michael S. Gazzaneta, August 1967, p. 372 "Progress in Psychobiology" Readings from Scientific American, W.F. Freeman & Co.

At our training seminars, I will have a volunteer hold out either their right or left arm straight ahead, making a fist with their arm very, very stiff. I then tell them I am going to give them an instruction that is impossible to carry out: I'm going to ask them to raise their arm up and move it down at the same time. Of course, it's impossible to go in two directions at the same time. I then state, "Begin." While they stare at me in disbelief, I say, "That's right, now you can BLINK." I emphasize "blink" with my voice. At that moment in time, the person will blink. You could imagine that the brain is saying, "What is this craziness? I can't raise my arm up and move it down at the same time." But when they hear, "You can blink," the brain says, "Of course, I can do that." Now, the interesting thing is how quickly that suggestion is accepted. What is even more interesting is, if you ask that person within a minute or two after their first trial to raise that arm and hold it up again, in most cases, s/he will automatically blink as s/he brings the arm up. In effect, the beginning of a pattern has been established in seconds. If s/he were to repeat this raising of the arm and blinking for four, five or ten times in a day, s/he might develop what is called a conditioned reflex, or a bad habit.

The real problem is how to interrupt the pattern of behavior that continues to reinforce the belief system, i.e via self-fulfilling prophecies, and how to help the patient examine their own belief system, to help them acknowledge other choices that are available in the world.

If you find yourself still tied to the past, this case will help you cut that cord right at the Knot yesterday but now! (example of sleight of mouth)

PATTERNS: BELIEF SYSTEMS — CASE STUDY I was asked to see a man who was suffering with intractable pain resulting from cancer that had metastasized throughout his skeletal system. Other than his name, age and diagnosis, the only other information I had was: the pain had become so severe that he was talking about suicide; medication was becoming less and less effective; he was willing to see a hypnotist, but he doubted that hypnosis or anything would help. Based on this information, I reasoned that asking him to relax in order to become hypnotized, or to attempt to teach him to control his pain at the start, or to explain theory to him, would be the height of illogical therapy. I agreed to see the man providing that everyone concerned—except the patient—would be aware of and accept that I would use unexpected and unorthodox methods. When I arrived at his home, I was taken immediately to his den where I found him standing up, hunched over and evidencing great pain. His face was contorted, his body twisted and emaciated. As I walked toward him, his physician said, "This is Doctor Heller, the hypnotist I told you about." With a feeble and apparently painful movement, he put his hand out to shake mine. I pushed his hand to the side with the heel of my right hand and I hit him on the forehead with enough force to jar him. He stared at me with shock and disbelief on his face and said, "What did you do that for?" Using a harsh tone of voice I said, "Shut up unless I ask you." (Leaving what I might ask unspoken). At this point, he was standing up almost straight and his look of disbelief and shock was even more apparent. I went on in the same tone and said, "I am now going to stomp on the top of your foot and break all the little bones." He said in a pleading voice, "Please don't hurt me." I replied harshly, "I have to hurt you," and with that, I raised my right foot over his left. His voice which was no longer weak said, "Don't." I replied even more harshly, **"Shut your eyes, take a deep breath and relax... I can't hurt a man when his eyes are closed."** He closed his eyes in one split second, took a deep breath and slowly exhaled. As he exhaled, I began to talk softly, his face relaxed, then his body, and, within a moment, he was not only comfortable (he had escaped me), but somehow he had entered into a profound hypnotic state.

Since the man's present problem was intractable pain, I could assume that, at least in his present situation, he was in his kinesthetic system. As stated earlier, you must go where your patient is: that is, meet them in their world. Therefore, I knew I would not only need to begin in some kinesthetic way, but in a manner

that would supersede his kinesthetic reality. I also knew that his belief system included: he had pain; it was getting worse; nothing was going to help; everyone was trying to make me feel better, but to no avail. I could further assume that he had patterned expectations about doctors, what they do and how they act, as well as to his pain itself. The pain pattern would include putting all or most of his attention on the pain, expecting it to get worse, becoming more anxious and depressed, feeling hopeless and thereby increasing his pain perception. **My behavior interrupted his patterns; his attention went from his pain to my crazy behavior;** he stopped worrying about what he felt and began worrying about what I would do and what he would feel as a result. My behavior was a "shade" different from what he expected based on his Relief about doctors; everyone was trying to help him feel less pain, while I seemed to be hell-bent on causing him more. Since the human organism is designed to protect itself, the moment he was given the option to protect himself (shut your eyes, take a deep breath, etc.) he took it. As soon as he closed his eyes, several of his past beliefs had changed or were changing. By closing his eyes, he could stop something from happening instead of believing he couldn't do anything to help himself; his belief system about his pain began to change. Once he closed his eyes and began to relax, his level of pain lowered—something he hadn't believed possible. He learned he could avoid more pain, which also taught him he could have less and he could control something to do with pain. Most of his new discoveries were inferential: **"shut your eyes, etc.," equaled you can do something to avoid more pain** (my stomping on him). If you can feel less and avoid pain, you can control pain. Last, but not least, when I said, "Shut up unless I ask," the response was not connected to what he had asked. The words "shut up" and "unless I ask" implied he was to shut up and I would ask something of him. As a result of this "subtle" approach, the patient not only became comfortable and discovered hope, **he was also able to learn self-hypnosis, to change his kinesthetic pain to visual pictures, and to disassociate from his body.** (MHR again exactly what I 'gleaned' from all this NLP, as my own 'method'...)

THIS IS WHAT OTHERS SEEMED TO BE SAYING, BUT LIKE ME, HELLER ACTUALLY SAYS IT, SO YOU DON'T HAVE TO WONDER WHAT THEY WERE 'trying' TO SAY !!! I.E THE FOLLOWING, **how to 'anchor' 'trigger' etc using NON-touch i.e unobtrusively...**

Pay attention to the body positions your clients/patients assume when they are discussing problems, and compare that with their positions when they are discussing something pleasant. Next, when they get into problem areas, politely interrupt them, and help them to assume the position they use when talking about pleasant things. They, and you, may find that they have trouble getting back to the problem. Ask a few patients to talk about their problems in one specific chair and to move from that chair for all other conversations. Observe the changes as they move from one chair to another. Next, when they discuss a problem,

interrupt and have them describe a pleasant vacation or something they do well. Ask another patient to laugh and smile as he discusses a problem and observe what happens. As for the therapist, switch chairs with your patient; look away from a patient during problem talk and make eye contact during pleasant conversations; cough repeatedly during problem talk; smile during pleasant talk and nod your head. You may discover that your patient begins to understand, on an unconscious level, that feeling good, and thinking pleasant thoughts, gets your attention. Use non-sequiturs:

Doctor, I've been very depressed.

Speaking of baseball, who do you think will win the world series? And, while you are doing that, take several deep breaths before you close your eyes.

I've been very depressed.

Splendid! I'm glad you're getting it out of the way. By the way, where did you go for your high school graduation?

Begin to observe your way of relating to patients. How do you greet people? Vary it. What facial expressions do you rely on? Mix them up and practice new ones. Learn to use certain tonal and speed patterns when discussing pleasant topics. Then, when your patient is in a bad place, use your pleasant tonal pattern. Without your patient's conscious awareness, you interrupt their pain-producing pattern and they will usually cheer right up.

If asked, most people would insist that they are rational and that they would respond to reality. I would ask of them: "Which reality?" Within each of us there reside (at least) two separate, distinct, different and equal realities. One "reality" is that of the left hemisphere of the brain (LH) and the other is that of the right hemisphere (RH). Professor Betty Edwards (1978) conveys the general consensus of brain researches when she states that not only do the two hemispheres specialize, they also perceive reality in their own unique way. The left hemisphere specializes in verbal skills, numbers, analytical thinking and linear, digital reasoning. The right hemisphere specializes in spatiality, visual imagery, imagination, color, rhythm, kinesthetic experience, and creativity (Ornstein, 1973; Edwards, 1978; Buzan and Dixon, 1978). As Robert Ornstein (1972) puts it: Both the structure and function of these two "half brains" in some part underline the two modes of consciousness which simultaneously coexist within each one of us. Although each hemisphere shares the potential for many functions, and both sides participate in most activities, in the normal person the two hemispheres tend to specialize.

Dr. Roger Sperry, Joseph Bogen, Michael Gazzaniga, et al., have demonstrated this concept in their research with split brain patients

(epileptics in which the corpus callosum—the arched bridge of nervous tissue that connects the two cerebral hemispheres and allows communication between the right and left sides of the brain—has been surgically cut).

When you see someone you already know, your left hemisphere recognizes each specific feature: i.e., the nose, mouth, eyes, etc. However, if only your left hemisphere were operating, you would not be able to recognize the whole. Your right hemisphere, with its spatial and conceptual ability, takes the specific pieces and makes a whole.

SPERRY: SPLIT BRAIN RESEARCH In one of the now classical experiments by the Sperry group, split brain patients were given the task of assembling a jigsaw puzzle while they were in a situation that allowed only left-hemisphere function. Films of these experiments show the patient struggling with the pieces and then failing to put the pieces where they belong. One film shows an even more provocative phenomenon: One subject was busy trying to find where the pieces went using his right hand (left hemisphere) and suddenly, without his left-hemisphere awareness, he received help. The film shows his left hand (right hemisphere) sneaking into the picture and correcting the right hand until the experimenter forces the intruder away.

HEMISPHERIC CYCLES Psychologists at Dalhousie University have been investigating what is termed the 90-minute cycle of the brain. During their research, they have been able to verify a specific hemispheric pattern: When left-hemisphere activities are at their peak, right-hemisphere activities are at their lowest ebb. Conversely, when right-hemispheric activities are at their peak, left-hemisphere activity is at its lowest ebb. Different tasks require different hemispheric activity. "Western society has placed a greater emphasis on the scientific and analytical side of mental functioning than it has on the more colorful and imaginistic side."

I believe there is a direct correlation between over reliance on left hemisphere and instability, suicide and craziness. It is almost as if the right hemisphere, finding itself imprisoned, attempts to break out of "jail" in any way it knows how.

[The brain] can love and hate together, it can be calculating and irrational at the same time, it can value trees and enjoy the endless newsprint which is destroying them. It has a left and right hemisphere which only appears to oppose when one is used at the "expense of the other." — Buzan and Dixon 1978, p. 129

To reverse the trend toward over utilization of one hemisphere at "the expense of the other," I believe left must meet right must meet left. In discussing split brain patients, Ornstein (1972, p. 76) drew a parallel between the results of a surgical disconnection of hemispheres, and the results of a so-called emotional disconnect when he stated:

In this instance, a clear split was observed between the two independent consciousnesses that are normally in communication and collaboration. In such experiments with split brain patients, we can accurately localize the split of information in the system. A similar process, although much more difficult to localize, may underlie the classic Freudian symptoms of repression and denial, both situations in which the verbal mechanism has no access to emotional information in other parts of the system. In less pathological instances, when we perform an action "intuitively," our words often make no sense, perhaps because the action has been initiated by a part of the brain little involved in language.

While brain hemispheric research has demonstrated that both hemispheres have the raw potential of the other, MHR plasticity, in practicality, the right hemisphere has very little in the way of developed verbal skill, as indicated by stroke victims helped to speak again, through right-hemispheric training, who begin speaking at about the level of a five-year-old child.

Heller argues that the right hemisphere communicates in different ways to the right, dreams, fantasies, hunches, "gut feelings" and kinesthetic memories.

There is mounting evidence that the right hemisphere, with its built-in ability to effect and mediate autonomic nervous system processes, is responsible for the formation psychosomatic symptoms (Furia, 1973; Galin, 1974; Erickson and Rossi, 1979) and that these symptoms are a metaphoric communication of the right hemisphere (Erickson, Rossi & Rossi, 1979; Heller Meta 4 Change, in work)

Behavior, no matter how bizarre, emerged as at some point in our history we come to "believe," at some level, that the behavior was necessary to protect ourselves in the best way we knew at the time. Thus so-called irrational fears, anxieties and depressions are messages from our right-hemispheric memory bank that we are entering into "real or imagined" danger.

MHR warning to any state that would totally 'ban' Dionysus' from their cities i.e remain totally 'rational' and 'logical' and never have any 'fun', 'give in to their animal impulses / urges / desires', will tend to self-destruct e.g Left and Right hemispheres, neurotic boredom leading to insane outbursts i.e emotional side retaliating at its jailor / enslaver/ master ... typical of Western society ... neurosis, depression, seeking oblivion via drugs/alcohol, nervous, anxious, miserable, desperate...trying to 'control'...paranoia... MHR orthodox jews and fundamentalist Christians total 'ban' on Dionysus, producing their insanity, death-wish e.g 'Armageddon', Zionism, desire to be 'raptured' away from this gloom and desperation...

Difference of holistic Vs purely analytic...overemphasis on one or other typical, in our society i.e of 'extremes'...hard to 'balance' sides...tendency to extremes..simpler etc T vol I

If a computer is misprogrammed, it will rapidly and perfectly arrive at the wrong answer, over and over again...i.e so much for 'reliability' test of 'knowledge'...MHR i.e wrong assumptions / bugs / mistakes in BIOS etc... i.e T vol I limits of 'logic' i.e if assumptions wrong, logic of no help...just gives false notions of confidence...'authority' to fatuous arguments...

Extreme leads to 'flights of fantasy' and 'escapism', using religion, or drugs/alcohol...so can 'switch off' the 'rational' side of brain...allow emotions to express themselves, without inhibitions...e.g enjoy sex, food, rage, rebellion without the usual inhibitions e.g food tastes better, sex more enjoyable, can 'relax' and 'enjoy other's company'...allow Bacchus / Dionysus free reign for a time...at very least 'oblivion' i.e switch off the hemisphere ... escape the despair, self-judgements, self-rejection, self-criticism...i.e hopeless as cannot 'measure up to' this hemisphere's demands...denying too much of our nature...punishing self for being 'human' and imperfect, vis a vis adopted ideals / standards i.e unrealistic...and over exaggerating our failures / faults / transgressions...and what of Edipal guilt / responsibility ...!!!

The problem of 'overshooting' the swing of the pendulum can reinforce the FEAR of losing control, 'giving in to' Bacchus / Dionysus...i.e if only way can 'enjoy' self is drugs / getting drunk, and while 'inebriated' tend to go to extremes of total uninhibited behavior, which when once more sober come to regret e.g sexual, financial, health etc consequences...then AFTER sober up, likely to become even MORE extreme...and likely to seek escape from this with MORE inebriated 'rampages'...which gives our typical tightly wound neurotic / religious type who has no fun, hates themselves and life, and seeks Armageddon / oblivion...and tends to 'fall off the wagon' regularly...going to extremes...rather than being reasonable and accommodating their 'urges' and 'desires' in moderation...regularly...i.e welcoming Bacchus / Dionysus into their city to have a relatively harmless, more controlled, but not life-destroying, enjoyment...not having overly unrealistic expectations and fatuous ideas of what is 'supposed to be' and what is a 'perversion'...when in reality it is the over extreme 'controlled' neurotic, no fun, that is the perversion of nature, and of life, joy, spirit...

Some people do the opposite, and totally reject all rational, reasonable, logical lifestyle choices i.e totally reject 'family', 'home', 'relationships', 'jobs' and simply fall into chaotic self-gratification...take any and every drug, seek out any and every pleasure, without regard for longer term consequences...with the natural result being self-destruction, losing any sense of 'reality', flight to

fantasy, religious extremism, mental illness / delusions i.e 'religion'... some people regress to infantilism e.g religion, and 'child-man' i.e reject all responsibility for own world...

Ideal is balance i.e sometimes got to be disciplined, grown up, serious, analytic, logical, but other times spontaneous, child-like in the best sense... each have their place...we need to have the choice...flexibility...to enjoy our sensuality, even to extremes, now and then, without being irresponsible generally...i.e moderation also includes extremes...and main point MHR is that we pay our own way...we don't enjoy some extreme benefit at the extreme expense of another sentient being/s.

In his book, *The Furthest Reaches of Human Nature*, Abraham Maslow described the self-actualized individual as the highest of achievements. Paraphrasing Maslow, he stated that the self-actualized individual has the ability to leave behind everyday reality in order to delve fully into his creative process, decide to return to reality, choose what can be and then plan to work to make it happen. If we translate this into the language of our discussion, it might be stated that the self-actualized individual has the ability to put aside left-hemisphere activity to explore fully right-hemisphere activity, and then utilize left hemisphere to bring right-hemisphere creativity to fruition. Ornstein (1972) has predicted that if each side of the brain is utilized, both sides will produce more than if only one side is used. As in the concept of synergy the sum of the parts will be more than the parts themselves.

As an individual enters into an altered state, his right hemisphere becomes more active, while the left hemisphere rests. The hypnotic state produces, if not a change in left-hemisphere beliefs, at least a substantial putting aside and questioning of left-hemisphere beliefs and limitations.

MHR Consider global, generalized self-defeating self-talk as an amnesia for all the successes every person has experienced by virtue of being able to walk, talk, count, read, ride a bike...the despairing, hopeless person is fixated on the negative experiences of failure / loss / grief/ pain / dissatisfaction / rejection etc...and thus stranded on an island of despair...we need to build bridges back to the other positive experiences they have forgotten, or are 'pushing out of consciousness' by their focused, concentrated, narrow attention to the bad experiences...We need to 'interrupt' that record that is on 'replay'...to give us a chance at a more balanced overview of experience...rather than perhaps some particularly traumatic / dramatic episode defining their total reality, or a succession of more recent, less dramatic, cumulative experiences of failure / rejection / incompetence / pain etc...we need to break that cycle / loop/ hit the 'pause' button and bring their attention to the positives being blocked / censored / pushed out / elbowed out...

Left Hemisphere more about following rules / proven methods / repeating past attempts, even where these failed, and when they continue to fail, to give up... Vs Right Hemisphere 'try and see', take risks, experiment, curiosity, spirit of fun and adventure... Left fears losing face / looking silly while Right is curious / playful...

People may be experimental in some areas i.e Right Hemi, but Left Hemi in others. Balanced generally, but in some specific problem area, limited to one or the other i.e either L or R, so end up escaping from reality with fantasy for some particular challenge / area of life, or becoming super rational / logical / despairing... sometimes playful in one area, and limit self in other through fear of embarrassment... will take risks in finance but not romance... etc... will avoid reality and slip into fantasy world in one aspect of their life, whereas normally known for being rational / logical / scientific.

Repeating the same 'sequence of facts and logical argument that got you stuck, will get you stuck again', if you don't break out of that Lefty cycle, and start accessing your Righty resources, experimenting, trying something new... ANYTHING is better than repeating the same thing, expecting a better outcome... but when you are stuck, you are stuck in the Left hemi... in the cycle... you see no way out... you despair...

So we find out where person is confident, where they have overcome the same type / sort of problems, and reframe current problem in same light... generalize the confidence from the functional area to the problem area... find what comes easy / where overcame problems, and use what learnt there as resource for problem area... you did X, you can do Y... let's see how you did X, and transfer that approach to Y... see, you forgot what a great success you've been, what you've achieved... how competent you are...

Hypnosis results in more right-hemispheric activity while reducing the activity of the left hemisphere, and so it frees up the creative potential ... shuts up the negative Left H, with it's 'knowledge'... long enough to prove it wrong... to get it 'out of the box'...

Use slower speech and lower tonality to mark out parts of your utterances as separate messages intended for the Right Hemi / subconscious... while continuing in the usual tone / speed for the rest... to bypass the conscious limitation of the Left Hemi... speak to the Right Hemi... the subconscious... which has a huge untapped pool of resources... the client / you have become STUCK in the Left... MHR remember Vol I T, 'switching' in 'normal' people slowed down / stopped in 'depressed' and very rational / logical people... MHR use chapters of T vol I in this book... to make it more TROONATNOORY, rather than 'just' eclectic meta research.

"I can't see myself approaching women... I'm afraid I'll look foolish." Those statements indicated that, at least in his problem area, he was stuck in his visual system—that is, he made visual pictures (V) of some future disaster with women, probably based on some prior visual learning, and then he feels (K) in response to those pictures. In effect, his internal reality became more real than his external reality.

How do you know you're confident at tennis? i.e. what do you see, hear, feel? What movies play in your head? What self talk do you hear. What sensations do you have in your body? What happens to your posture, facial gestures, feelings, emotions?

(MHR remember that the left side of the body is controlled / connected to, the right side of the body, and vice versa!)

[Dr.'s head tilts slightly to his right, directing the next communication to the patient's left ear (RH) with slower speech and lower tonality. From this point on, emphasis and caps indicate head tilt, slower speech and lower tonality.] THAT'S RIGHT! IT'S A FEELING! Tell me more about that good solid feeling.

[Implied that the feeling is good and solid, and of course, you can get a hold of something solid.]

[Eyes move slightly up and left while he "looks" for his memory of that solid feeling; he begins to relax, and there is a noticeable change in his breathing.] I feel good... [dots indicating a pause] kinda strong... [eyes down to his right indicating a switch to his kinesthetic system, and he evidences a positive response. This helps to confirm that the source of his problem is in his visual memories and expectations.] ...There's also a sense of excitement and well-being.

How do you think you look when you...FEEL CONFIDENT? [hidden suggestion and beginning to help patient to associate good feelings with visual images.]

[Smiling] I've never looked at myself, but I guess I look sort of proud...and confident. [At this point he begins to sit up straight in the chair, squares his shoulders, and his voice takes on a strong tone, in effect showing how he looks and feels.]

THAT'S RIGHT!... Just like you do NOW! [Associating more pleasant experiences into his visual system] ...and when you've played a great set, and discuss it, how does your voice sound now! [Mixing past experiences—"played" a great set—with the present—How "does" your voice sound "now!" In addition, beginning a positive association with his speaking.]

I guess like it sounds now. [Acknowledging the experience he is now having.]

That's a GREAT FEELING...NOW...isn't it? [Dr. adds smile which will be included with tonality, head tilt, etc.]

[Head nodding, smiling] Yeah! I want that when I talk to a woman, [indicating he is connecting the experiences and is recognizing the potential.]

But you didn't...ALWAYS HAVE CONFIDENCE... [Unconscious suggestion] when you first started playing tennis, [reinforcing the connection between the two experiences: starting without confidence, working at it, and gaining confidence.]

At this point, head tilt, etc. has become an automatic cue eliciting in the patient a positive response. In effect, an unconscious suggestion.] Did you know that fear is nothing more than FOR...GETTING YOUR CONFIDENCE?

The word "forgetting" above: FOR...GETTING YOUR CONFIDENCE had been said very slowly, with a slight pause between "for" and "getting." In addition to the message the patient understood conversationally, there was also an unconscious suggestion: FEAR IS FOR GETTING CONFIDENCE; i.e., use the signal of fear as a cue to remember being confident. This uses his real life expectations and experiences to help trigger a new response.

PT: [Smiling] You mean I know how to be confident, I just forget. [Indicating he is integrating the unconscious suggestion.]

DR: THAT'S RIGHT! [Head tilt, tonality, smile] And if you've forgotten it, you must have it somewhere. You can't forget what you haven't learned. However, in the past you have been terrified when you tried to talk to a woman. [Said with a flat, almost accusing tone and using the past, implying it was in the past only.]

PT: [Body slumping, voice quavering] Yeah, it really scared me. [Indicating he is beginning to put the fear in the past: "scared" as opposed to "scares."]

DR: [head tilt, tonality, smile] BUT YOU KNOW HOW TO FEEL GOOD IN A SNAP. [Snapped fingers interrupting his pattern or response while head tilt, etc. elicits the now associated good feelings.]

PT: [Holds breath, then slowly exhales, relaxes and smiles] I don't know what you're doing, but I was feeling bad and all of a sudden I feel good again.

DR: [Head tilt, tonality, smile] THAT'S RIGHT! [head to normal position, normal tone] A part of you knows how [pause, head tilt, etc.] TO FEEL GOOD...WHENEVER...YOU WANT TO FEEL GOOD!

At this point, I discussed the game of tennis in general terms with a strong emphasis on being unsure in the beginning and then, with practice, it gets easier and easier. This theme was repeated several times while discussing the skills of tennis: learning to serve, learning to have a smooth backhand, etc. Since the patient already knew all this, it was hoped he would become bored consciously, and since he knew what he wanted—confidence in regards to women—he would take the important parts of the message—practice leads to skill and confidence—and apply it to his goal. (Erickson, Rossi and Rossi, 1979) During this seemingly repetitive conversation, I began a formal induction:

DR: One of the important skills you've learned automatically to watch the ball with interest. [Improper sentence intended—read it again.] Just as you've NOW WATCHING ME WITH INTEREST [head and tone, no smile] to respond automatically...to the ball without thought, just as you are BEGINNING WITH ME [head, tone, improper sentence] holding that racquet [stated as if he were holding a racquet: leads to disassociation]. and THAT HAND [head tilt] had learned to MOVE AUTOMATICALLY as if a mind of its own [right hand makes slight motion] JUST LIKE THAT'S RIGHT [head tilt, running two sentences together] and I really don't know which hand will...BEGIN TO FLOAT UP [head tilt] to rest against your face [right hand twitches more. Long pause, 10-15 seconds] THAT'S RIGHT [head tilt, 10-15 seconds pause] IT IS...a pleasure to have that UPLIFTING EXPERIENCE [double message: it is with pause, equals it is moving, equals a pleasure, etc., equals, it is a pleasure to have that movement. Patient's hand jerks several times and slowly, with short jerking movement, begins to move up.] Your unconscious mind will decide if you will...CLOSE YOUR EYES while your HAND MOVES UP...OR AS IT TOUCHES YOUR FACE. [The above implies he has an unconscious and that it can decide, and uses the illusion of choice! His eyes will close, he has to choose when.] Consciously YOU MAY BE SURPRISED AT WHERE YOUR HAND TOUCHES YOUR FACE...or / COULD BE WRONG AND YOU WONT BE SURPRISED AT ALL! [This allows him to realize that his conscious doesn't know what his unconscious can do, and implies that he will complete the suggestion. I gave him a chance to prove me wrong. He doesn't have to be surprised at all.]

Patient's eyes blink slowly then close, he breathes deeply, facial muscles relax and he proceeds into a formal hypnotic state. His hand rises, and after several minutes touches his face and stops there.

DR: No matter how fast I want your hand to move down, I want you to fight it and do not allow it to move down any more quickly than is comfortable for you which will be no more quickly than you continue to go deeply. [Pt. hand stops against face for 3 or 4 minutes and I say softly, "That's right," two or three times in time with evidence of deepening—i.e., breathing slowly, facial muscles becoming flaccid—and then said again as hand began to move slowly down.]

The patient, through simple story form, was reminded of his acquisition of skills during his childhood: learning to ride a bike, roller skate, play sports, etc. Each story was about three minutes in length, emphasizing starting out a little afraid but wanting to learn, practicing, falling, getting up, learning, and gaining confidence. At the end of each story I said, "THAT'S RIGHT," increasing the association factor. He was told to take all the time he needed to return to conscious awareness, and that he would not return any more quickly than he needed to review one particular time of learning to be confident, and to bring those feelings with him. After nearly ten minutes, he opened his eyes.

PT: Hey, that was great. I feel good.

DR: THAT'S RIGHT! New learning is always interesting; but I have a problem [intentionally changing the thrust and interrupting his conscious processes] and I need your help.

PT: [blinks eyes and stares intently] What can I do?

DR: Well, therapists need what is known as base line data [some examples of such data was given]. Since I can't be inside of you to know what happened when you got scared IN THE PAST [head tilt, slower pace] and since we need something to judge your progress, by I have an assignment for you.

PT: OK.

DR: I want you to get a small notebook and go out and try to get rejected by five women in one week. Approach them in any acceptable way and pay close attention to your responses. [Patient begins to act a little nervous.] It's important to notice [back to visual] how you feel and see what happens to you. This will give us the information we need to help you. Of course, you can refuse, but you will look foolish asking for help and then refusing to help. [Intentionally using his fear of "looking foolish" to motivate him. In effect, a double bind. In addition, carrying out the assignment itself will require that he approach women.]

PT: Well, I don't like it, but it would be foolish to pay you and not cooperate with you.

DR: THAT'S RIGHT! [head tilt, tonality, eliciting his positive association to his new task] Now time is up. I'll see you next week, and with your base line data we can really get down to work.

SECOND SESSION

PT: [Patient appears smiling and looking excited.] Well, I didn't quite carry out my assignment. I was only able to be rejected by three women. I managed to

meet six ladies and I've been out on two dates this past week. Boy, you should have seen me **LOOKING GOOD!** [patient's voice is strong and he looks very pleased and his report of seeing ladies and looking good indicates his visual system is now seeing positive experiences]

At this point the patient discussed how he made his first approach, his fears which began to lessen, and his growing confidence. "It just kept getting easier." Every time he felt afraid, he remembered that being scared meant he was forgetting to be confident. He also stated, with confidence, that his problem was solved.

DR: THAT'S RIGHT! [smile, head tilt, tonality] Now you remember how that hand began to rise up last week [patient looks at right hand, which began to twitch] You know how to enjoy that same experience **NOW!** [Eyes close and he enters into hypnosis.]

The balance of the hypnotic experience was regarding his tennis game to overlay his skills with meeting women; e.g., **DR: You are proud and confident about your serve and as you feel that, you can see yourself serving to a woman on the other side of the net, you know how to move in close to the net and handle whatever is hit your way, and just as you can move toward a woman and see yourself handling it and how off-handed you can be with your backhand.**

Many stories equating tennis and meeting women were used to reinforce his goal. It was a good bet he would fill in. While no formal follow up was attempted, this patient referred several people, one of whom relayed the message that things were great and he was getting better all the time, just like his tennis game!

MHR Phobic is not responding to the particular stimulus e.g fear of dogs, that dog here now...but to a 'node' of associations with 'dog' that go back to some particular incident / trauma / drama with a particular dog, or continued conditioning e.g 'dogs are dangerous, quick, be careful, watch out, don't pet that dog' etc...i.e the trance can be induced quickly or slowly...by a dramatic 'imprinting' or a gradual accumulative conditioning.

You might...**NOW ASK YOURSELF...**which reality is real for the phobic...the node of associated memories / imprints / conditioned reflex responses, or the actual 'dog' in front of them, here, now.

Religion / politics etc like Steve Heller's 'Magical stick...an imaginary response to an imaginary problem...first you create the imaginary monsters you fear, and demand protect from...then you create the imaginary protection e.g hell / devil / demons / evil spirits / siin, then 'god', 'religion', 'prayers', rituals, papal dispensations. Seems natural tendency in many towards fear of things that don't actually exist...so you can 'tweak' and 'direct' this towards a few 'agreed upon'

imaginary threats, and then offer protection...or just invent the threat...illusory or real i.e rape and pillage in costume, then turn up and offer protection from yourself, the original 'protection racket'...

Reason / logic won't get you far with superstitious people...better to offer them the optimal 'solution', one that does not leave them prey to 'religion' and 'politicians' ...

MHR if hypnotic / trance state is one where imagined things are defined as real, or at least the person is playing that / pretending that / actively playing the role of hypnotized person...then it is clear that we are ALL living in different levels of trance / hypnotism, from moment to moment...as at least part of our response to the 'here and now' is really a response to ideas / definitions we constructed / were imprinted / conditioned with, in the past, by our experiences, or by conscious processes of 'authority figures' and 'institutions'...a.k.a religion, education, 'news', mass media, propaganda...so we are NOT responding to what is actually here, now, but to an assumed 'subjective reality' i.e we experience it all through tinted glasses / filters of our past conditioning / learning etc...

Doing the same thing and expecting a different outcome is based on fixed beliefs about what reality is, and how to respond to it e.g what the problem is, and how to solve it...we need to go back to our definitions / subjective reality / models / maps / interpretations of 'reality' to see how well our map corresponds to 'reality'...always very very careful to be ZEN about it...i.e stop imposing our map onto the terrain...and thus only seeing what we expected to see, what is on our maps, what is in our models, rather than what is there...the actual condition, situation, person, object that is there (as far as that can be said at all re: Humean skepticism)...n.b that the entire world can be an illusion, and the same approach is still optimal...it is about generating options / choices / new possibilities / resources, and not getting fixed, stuck, limited by our past conditioning / decisions on what is real, by our past definitions of T, ...which MUST include EVERYTHING we ever assumed to be 'right', 'truth', 'self-evident', 'incontrovertible', 'agree on', 'traditionally accepted', 'consensus', 'everyone knows', 'its obvious'...because it is RARELY 'obvious' and 'self-evident'...it is just that most people self-censor, and 'go along to get along', and repress their own authentic responses / definitions / experiences, to avoid others rejection, disapproval, abandonment, ridicule, ... especially when there are institutions with huge budgets out there reinforcing the 'norm' the 'consensual reality' with sticks and carrots, threats of violence, real violence, prison terms, huge fines, loss of income, loss of reputation, loss of career...for 'DENYING' that the Catholic Church is the only 'true' Christian institution and 'middle-man' to god, for DENYING that the particular god/s of the time and location actually exists at all...For DENYING that women are clearly irrational and could NEVER be trusted to make rational decisions, and thus CLEARLY should NEVER be given

the right to vote...For DENYING that black people are inferior to white people, and in fact unable to manage themselves, and that therefore SLAVERY is good for them, and after all GOD'S will, just read THE BIBLE...For DENYING that homosexuality is a perversion of 'nature' and a 'sin' and a crime, for which ALL people in a society will be made to pay by GOD, if YOU do not punish homosexuality with DEATH...

Raises the question....how DO you counter an irrational, mostly non-conscious RESISTANCE to logical / reasonable / demonstrable arguments? Can logic / reason / new information contradict a stubbornly held 'belief' i.e the continuance of some form of trance / hypnotic state, in some part of a person's life e.g the BELIEF that 'The Holocaust' happened?

HYPNOTIC MONSTER A woman who suffered from severe anxiety whenever she was in a relationship with a man, sought my help. She described her reaction as a feeling of drowning, or suffocating, and claimed she actually experienced those sensations physically. She had been working on her problem for just over two years, and had, in her opinion, made good progress. She "understood" the dynamics, had insight, and felt stronger in handling the "bad" feelings. She believed that she was now ready to get rid of the problem once and for all. She acknowledged that her problem made no sense "logically." She had read extensively on the subjects of psychology, therapy, and interpersonal relationships. In spite of her efforts, she felt stuck and said, "I'm beginning to lose all hope." During her second session I helped her into the state that doesn't exist—hypnosis. I asked her to "go back" to a time when she had experienced those bad feelings and to signal me by raising the first finger of her left hand when she could actually feel the sensations. After she signaled, and was evidencing some discomfort, I told her to allow her creative mind to create a horrible monster, to see it clearly, and to feel all the fear as it was trying to destroy her. She was then asked to imagine that there was no safe path of escape. Within a few moments, there were obvious signs of discomfort: her breathing rate increased dramatically, sweat appeared on her forehead and upper lip, and she was evidencing agitation. At that point, I told her the following: "It's up to you to decide whether to knock your monster out, or to wiggle your nose and chase it away, or to flap your ears and simply fly away and leave the monster where it belongs—in the past. Now, take your time, because your unconscious mind may want to use a combination of those things, or it may have even better ways." Now, we all know that not one of those instructions makes sense logically, and yet, in spite of the nonsense, something began to happen. Within a few moments, she took a few deep breaths and exhaled very slowly; her body began to relax and then she started to giggle. Five minutes later she opened her eyes and smiled a beautiful smile. She told me that, for some reason, she knew that she didn't have to be afraid anymore, that she didn't understand it, but

somehow she had a "gut" feeling where the monster came from and how to get rid of it.

MHR the 'feeling' and 'anxiety' and 'fear' is the product of an illusion / imagined situation / experience in the sense that it happened IN THE PAST and is being re-created in their mind...so cannot use logic, reason, understanding to alleviate / get to the etiology of it...have to use the imagination in the realm of the imagination, to solve problems that are being imagined i.e at least once to produce the symptom, then re-produced every time that symptom is to be produced ... so MUST address imaginary beliefs on their own terms, by entering the world of fantasy / imagination in which they are produced...which is how 'The Holocaust' has REALLY been produced. Not by any facts, documents, objective arguments. These do NOT exist. They NEVER existed. But by a process of propaganda, which created 'The Holocaust' IN PEOPLE'S MINDS...And so we must do the same...by making movies, etc, in which THE TRUTH is presented i.e of labor camps / work camps...and then the later 'construction' of 'the holocaust' is illustrated...to replace the imagined reality, no matter how consensual it has become, with the actual reality, IN the imagination...i.e as metaphor, as story, as narrative, as a constructed mental world...ironically we MUST make reality into fiction, to gain entrance into the subjective reality of every individual...for THAT is the REAL reality for each person...

Once upon a time, there was a young woman and a young man crawling around on their hands and knees. They seemed to be searching desperately for something. A kind and well-meaning stranger happened by and asked them, "What are you looking for?" They replied, "We are searching for some important keys that will unlock important doors in our lives." The stranger said, "That sounds important. Let me help you look." The stranger got down on his/her hands and knees and began searching for the missing keys. After a long while, the stranger stopped and said, "I can't find any keys here... Just where were you standing when you lost them?" The couple replied, "Oh, about one hundred miles from here, in an open field." The stranger said, "If you lost them in a field one hundred miles from here, what are we doing searching here?" "Well," said the couple, "the light is very good here, and we already know the territory perfectly." — Old Sufi tale, updated a little

Conscious Vs UNconscious Vs SUBconscious Vs 'NONconscious...consider how when you run out of breath, from jogging or climbing stairs, or swimming, you tend to deliberately and consciously breathe deeply...whereas most of the time you pay NO attention to your breathing at all...but you are ALWAYS breathing...most of the time you are NOT conscious of it... Or consider when you LOSE your balance, or EXPECT to slip on ice...suddenly you become VERY conscious of the feelings in the soles of your feet, the muscles in your legs

and back and stomach , etc... or a typical teenage boy's bedroom...he will tend to become not-conscious of the smells present...or a soldier during field training who has not washed for days, working hard, sweating, stressing out, will STINK to high heaven, but will NOT be aware of their odor until they come out of the shower, to take their OWN clothing to be washed...only THEN do they become CONSCIOUS of the extremely strong odor...

Consider how we are mostly not-conscious of much sensation in our genitals, until we have 'sexual' thoughts, and suddenly we become hyper-aware i.e hyper-conscious of our genitals...

by flashing words on a screen at a high rate of speed—euphemistically called "subliminally"—the subjects would evidence physiological responses without conscious awareness of the words. One experiment included the flashing of sexually stimulating material in the midst of a very "dry" intellectual movie, again at a speed that prevented the subjects from being "aware" of the material. Yet, all of the subjects gave evidence of strong "physiological arousal." The researchers, based on the results of these and other so-called "subliminal experiments," concluded that there is an unconscious process. They further concluded that not only are these (unconscious) processes occurring at all times, but we are most often unaware of not only the process, but how the process affects us

Dr. Milton Erickson insisted for years that there is an unconscious process. Rather than be surprised at the evidence of there being a NOT conscious mind, he was surprised that they still insist that there is a conscious mind!" Only when our unconscious mind makes our conscious mind aware of something, does that something become part of our reality.

MHR iterative?

If the two hemispheres of the brain do specialize, as seems to be the case, to some extent, then we can work from the metaphor / assumption / model that the left, or so-called dominant, hemisphere deals with linear, digital, analytical and logical processes. The right hemisphere's domain is spatiality, imagery, color perception, kinesthetic recall, and creativity; it may be called the metaphoric mind. The left hemisphere may be conceptualized as the conscious mind, while the right hemisphere is the home of the NOTconscious mind. It is a useful metaphor for work with hypnosis. When engaged in so-called "conscious work," I use facts, logic, and reason. When I move to "doing hypnosis," I use stories, imaginistic recall, nonsense suggestions and fantasy—in short, "the language of the unconscious."

MHR what is it not or un or sub conscious of? IT is conscious of its contents isn't it? And we can probably attend to much more of it than we ever do, or even

attempt to. A computer is supposedly not conscious at all its levels of operations. So we might call the 'not-conscious' the 'calculator / 'reckoner / processor / routine runner...?

More accurate to state that both hemispheres engage in unconscious and conscious processes, and that neither hemisphere works totally independently of the other. Rather, there is a consistent interaction and interchange between the two. i.e MHR Brain plasticity and NON-localisation in general, though great DEGREE of localization in intact brain, and these dominant localized regions form different functions in the intact brain, while if you remove these, the same functions will be taken up by the non-localised areas of the brain that CAN perform the same tasks, but usually do NOT...i.e specialisation if more efficient, and ideal, when brain intact, but when not, other parts of brain will 'take up the challenge' and begin performing these tasks...as a second preference...like Murphy's law and the 'redundant' systems built into aircraft as 'failsafes'...

Erickson and Freud both saw the not-conscious mind as doing its best, the best way it knows of, of protecting the organism...such as in the case of 'blocking' memories of traumatic events / impressions / pain / suffering that may have overwhelmed to organism at the time...i.e repression...to the 'not-conscious' parts of the mind...engrams etc...But also that the conscious mind 'blocks' the not-conscious at many levels, in many ways, and thus limits the resources available to the conscious mind...i.e limiting beliefs imprinted / conditioned, very hard to overcome / bypass...brain seems set up / or has so far served the organism well enough to allow it to survive and reproduce, to form patterns / define things / construct belief systems / models / maps, as quickly as possible i.e to 'learn' quickly...to look for / construct 'patterns' so it can predict e.g what may follow the rustling in the grass and sudden quiet of birds around them e.g approach of a lion / tiger etc...or that fire burns, that 'strangers' can be dangerous...to 'obey' your parents / authority...how to get people to approve of you, accept you, and thus support you / help you / give you food / love / shelter / work / status / prestige / privileges... This sort of automatic impulse to construct models / maps, from the scantiest of impressions, definitely has its advantages...but at some point in time also many disadvantages...seen from the individual's point of view...though for 'a social group' it allows control and social order i.e fixed rules of interaction rather than having to negotiate each interaction individually...i.e the 'police' do not have to 'prove' their credentials / ability to violently attack you, every time...you KNOW they can, so you act, each time, as if they will, if you do not comply...statuses allow generalized respect and authority i.e you don't have to convince each person, each time, that you are superior to them in some way e.g skill, intellect, training, competence, ability...if you get the 'genius' definition, you are 'entitled' to 'the floor' and to 'an audience'...'best seller'...'successful' etc all grant you special

authority...you don't have to convince people to listen to you, they are 'all ears' already, due to your 'title', 'reputation', 'fame', 'rank', 'status' etc...

All this I T vol. I

It is a real advantage, if every time you hear a tiger, you act as if a tiger is nearby, and a potential threat, and take precautions...if your heart rate etc climb in anticipation of the need to 'fight or run'...but if you live in a place with a lot of things that 'sound' like tigers, but which aren't, or if in reality all the tigers are tame these days, and friendly, and no threat, even wise helpers and pets, then you can quickly see how spending the entire day with an elevated heart rate, in a 'fight or flight' response state, is not going to be good for your health, or for getting stuff done.

Even 'religion' may have served some positive ends originally. To motivate people to be more honest, fair, just, etc with others. However Socrates will claim that if you educate people about WHY such behaviors are in their own best interests, then THESE ARGUMENTS will be much better motivators for good behavior / ethics / morals...and god/s become redundant, and even contraindicated for good mental health, and a vibrant, flourishing society of equals. Not just because priests can abuse their imaginary powers to gain REAL power in 'reality'.

The methods of the unconscious may have once been useful, or may have been the best choice available at another time, or the best "allowed" at another time. That is no guarantee that its "protection" is in the individual's present best interest! In other situations, the unconscious may have "a better method," but the belief systems of the conscious mind may deny, block or ignore the message of the unconscious.

Freud argued compellingly that the unconscious will find a way to make itself known. Symptomology (physical or emotional) are its way of communicating where the conscious mind is repressing / blocking / censoring it. See Freud in T vol I.

Tension headaches occur from impaired circulation and building pressure from increasing muscle tension. As if the brain is forcing you to 'time out' MHR i.e 'take a break', stop thinking, stop stressing...a communication you cannot ignore compared to simple muscle tension etc... You can't concentrate, your eyes ache, your head pounds, and you are forced to take a break—which is what your unconscious wanted in the first place. MHR or just generally your not-conscious mind is rejecting your current lifestyle / lack of fun / overwork / overstress etc...

CASE 9: HEADACHE A man was referred to me who had a long history of so-called tension headaches. He averaged three to four severe headaches a day. He

tended to be a compulsive individual in all of his activities, but more so when it came to "keeping on top of my work." I asked him to imagine the following: that he had a very urgent message for a friend, and that he went to his friend's house to deliver it. He knew his friend was home, so he rang the doorbell but no one answered. I asked him what he would do, assuming the message had to be delivered. He replied that he would push the doorbell and hold it, and if that didn't work, he would pound on the door and shout his friend's name. I asked him to consider that his unconscious had an important message for him, tried knocking on his "door" and, when he didn't answer, his unconscious then started to pound.. .HEADACHE! He was then asked to close his eyes and let his creative imagination produce a clear picture of that part of him that was sending the message, and to signal me when he had done so. He was then instructed to "ask" that part what signal would be acceptable for him to acknowledge. That part told him to respond to tension in the neck. I then suggested that he become more aware of that signal and, as soon as he felt that message, he was to stop, take several deep breaths, and then take a 10 to 15 minute break. I asked him to ask that part if that method would be acceptable, and if it was, it would be time for him to return to my office. (Somehow during these procedures, he had entered into what looked a lot like a hypnotic state.) He opened his eyes about ten minutes later and said, "It said 'yes,' but if I don't keep my promise, it reserves the right to give me a headache." This simple procedure resulted in an 80% reduction of his symptoms within two weeks. He was then helped, while in the hypnotic state, to become more aware of his kinesthetic signals in general, and to take more frequent breaks. Within six weeks he was symptom free and has remained so. In addition, he reported that his work performance improved.

MHR that was my idea...symptoms represent communications...become more forceful / loud / insistent, until finally overwhelm you i.e migraine FORCES you to stop doing EVERYTHING...but why not allow unconscious to use a different form of communication i.e representation system for the message 'relax', 'take a break', 'stop this' etc...MHR as long as you agree to LISTEN to the alternative communication format / representation system ... and actually RELAX and 'take time out' etc...so that the unconscious can achieve its aims WITHOUT resorting to 'Pain'...which is a kinesthetic representation of the message...with various submodalities...

CASE 10: BEE PHOBIA

A woman complained of the following problem: About six months prior to seeing me she had developed an almost phobic response to the buzzing of bees. She told me, "They're starting to drive me crazy." After establishing what is known in the "trade" as an "anchor of comfort" (anchors are explained in Chapters XVI), I had her hold on to the feeling of comfort while she "saw" a bee at a safe distance. I asked her to then hear the buzzing while she held on to the feeling of comfort,

and to listen to the sound as it changed into words; that the words would tell her what it was that her unconscious was trying to tell her. After about fifteen minutes, she opened her eyes and said, "I'm not surprised." She told me that the bee slowly turned into her husband who was always correcting her and putting her down; and that his voice was just like the sound of a bee. (Remember, this is her unconscious process, even if it was different than I had instructed.) She went on to tell me that she was very unhappy in her marriage, but she tried to "pretend everything is great." I explained to her that she could fool some of the people all the time, and all the people some of the time, but that she couldn't fool her unconscious for even a moment. She told me that she was afraid that the "buzzing" would drive her crazy. I told her to give some thought about talking to her husband about her dissatisfaction, and even to consider marriage counseling. She called me a week later to tell me that the buzzing no longer concerned her; that as soon as she had talked to her husband, she could feel the fear "fall away."

Hypnosis causes the unconscious to rise above the conscious and to become more active; while in the waking state, the conscious is at the higher level. The unconscious is always "paying attention" and "knows" everything that is going on. While a surgery patient may be "out cold," they may still record what is said in the surgery theater. Erickson has claimed that you can communicate to the unconscious separately from the conscious. His method was via stories, metaphors and talking to one ear for unconscious communication and the other ear for conscious messages. Hypnotists have held that the unconscious is the storehouse of our entire history and experience; the root of our problems as well as the source of the solutions.

The unconscious is capable of doing several thousand tasks at the same time.

Producing the hypnotic state is easier than falling off the proverbial log, each individual already "know" how to go into hypnosis, and experience that state several times each day. Trance is a normal occurrence and behavior isolated, and exaggerated for therapeutic ends.

There is no 'magic spell' that works with everyone, every time. It is a matter of attending to individual, and inducing / amplifying their normal trance states.

Hypnotists who are highly visual will tend to use visual induction methods—that is, they attempt to produce the hypnotic state via visual imagery. Those hypnotists who are highly kinesthetic will tend to rely on kinesthetic inductions; i.e., you're getting heavier and heavier, etc. Auditory hypnotists will tend to rely on "sounds" as an induction method. (find explicit example? Does he mean 'listen to the sounds of my voice?') If the individual you are working with happens to match your system, you have a very good chance of being successful. If that individual doesn't "match," you can always label the lack of results as "resistance."

VISUAL INDUCTION During one training seminar, the "hypnotist" was telling the "subject" to "feel the weight of your body, and your legs, as everything gets heavier and heavier, and you are getting more and more deeply relaxed." It sounded great—only the "subject" was not responding. The "hypnotist" said to me, "She is fighting me. Would you tell her to cooperate?" I asked her (the subject) what she thought was wrong. She replied, "I can't seem to get it. If he would show me what he means, I'll cooperate!" I asked her if she had ever gone to the beach as a child and had her legs buried in the sand. Her eyes went up left, she smiled, and looked back at me and said, "Sure." I then asked her to look across the room and see herself at the beach as a little girl. After a moment she nodded and continued to "look across the room." I then asked her to "see that little girl having her legs buried in that nice warm sand." She began staring intently and then slowly nodded her head. I said, "Good.

Now...as you see yourself floating into that picture, you can continue to remember these feelings, and then close your eyes and enjoy all of it." Within a second her eyes closed, her breathing rate slowed, and she stayed like that for several minutes. When she opened her eyes she said, "That was great! I could even smell the beach and I seem to be much more relaxed." In the above example, the woman went from "resistance" to responding by simply allowing her to use her system (V) instead of attempting to make her use the "hypnotist's" system (K).

Matching representation systems just small part of total approach. We can utilize any and all parts of the individual's behavior to achieve the desired destination. As long as we use ZEN attending.

She was always uptight (which was evidenced by her general body posture, as well as almost constant jaw clenching). She said that the more she tried to relax, the more uptight and upset she would become. I then asked her to close her eyes, concentrate on her tension and to really feel all of it. After a short time she was instructed to really feel the tension in her arms and shoulders and, for the moment, forget the other areas, and to nod when she had done so. Within several seconds she nodded, and I said, "Now, I would like you to allow that creative part of you to give you a clear picture of what those tense muscles look like. I know that sounds strange, but that part of you can surprise you soon." When she nodded after about one minute, I asked her to keep her eyes closed while she described the picture she was seeing. (At this point, there was a noticeable reduction of her jaw clenching, and her breathing rate had slowed and deepened.)

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She described the tense muscles as looking "like pink and red thick rope with big knots every few inches." I told her that she was doing great, and then asked her to allow that part of her that remembers the feelings of relaxation to give her a clear

picture of what "those" relaxed muscles would look like. After a short time she said, "They look like big pink spaghetti, only the pink is a softer color than before." She was then asked to repeat the procedure, next with her legs—forgetting the arms—then her stomach area—forgetting the other areas—and to do it all in her own mind without talking. As she carried out her instructions, her breathing rate continued to slow, and she began to evidence a degree of physical relaxation. After nearly 20 minutes, she opened her eyes (slowly, and with some effort) and said, "That was interesting. What next?" I pointed out that our time was up, which thoroughly surprised her. When she arrived for her next appointment, she was smiling, which was a considerable change from her first arrival. She told me that she "thought" that she had been less tense during the past week, and that her husband said that she had seemed calmer. While she wasn't sure if she had been less tense, she was sure that she was sleeping much better. (She also evidenced a substantial reduction in her general jaw-clenching behavior.) I asked her to close her eyes so that we could continue with what we had started. As soon as she closed her eyes, there was an almost instant slowing of her breathing. I instructed her to pick out one area of tension, to concentrate on feeling all of it, to get a picture of that area, and to see if the picture had changed. After several minutes, she opened her eyes and said, "Well, it's still ropes with knots, but the knots look looser." "Like you've been feeling," I replied. I asked her to close her eyes again, and to get the picture of the knotted rope, and to signal by raising her left hand a few inches for "yes," which she did. I then said, "You have learned to get a picture from your feelings. Now, I would like you to continue your 'learnings' by getting a feeling from a picture. Ask that part of you that remembers how to relax...NOW...to give you a clear picture of your relaxed muscles. When you've accomplished that, you know how to signal 'yes.'" When she signaled (raised her left hand a few inches) I said, "Now keep on watching while that part continues to help you get that relaxed feeling, and that part will signal 'yes' when she's ready. You may be surprised that when you signal 'yes,' that hand [at this point I brush her left hand lightly] will be so relaxed that it may want to float up toward your face. I must confess that I have no idea just where that hand will come to rest against your face. I will have to rely on that creative part of you to decide for both of us." Within a few minutes, not only did she look as if she was "in that state," but in addition, her left hand began a slow ascent to her face.

EXAMPLE I: DISCUSSION This woman presented one very well-developed skill—that of being tense. There are those who might argue that tension is not a skill. On reflection, I know that they will recognize that tension, under the appropriate circumstances, would be an appropriate response. This individual, however, had lost her ability to have choice as to when to use this skill. Rather than attempt to make her conform to my blueprint, I decided to use hers. When I made the statement, "Hey, if you knew how to relax that easily, etc." I was signaling acceptance of her blueprint, being on her side, and establishing rapport

all at the same time. Her response indicated that this had been successful. By asking her to feel the tension, I was utilizing what she was already an expert at, thereby insuring that she would be successful, and beginning the processes of indirect suggestion. By directing her as to which area to "feel" first, I was helping her to further accept my direction. Having her "see" what the tense muscles looked like was, in fact, the first step in helping her to disassociate: Tension = Kinesthetic Changing Kinesthetic to Visual = disconnecting or disassociating from the feeling (tension). Asking her to allow "that part" that "remembers" the feelings of relaxation, etc., was a series of unconscious communications (suggestions): 1) There was another part of her than the one she was used to; 2) That somewhere in time she had been relaxed; 3) She could remember that feeling. When I asked her to close her eyes at the beginning of the second session, she immediately altered her rate of breathing, which indicated that she had "made the connection" and was learning to relax. By asking her to signal by raising her left hand slowly for "yes," I was setting up ideomotor response, and structuring the beginning of a possible hand levitation. (Stroking her hand lightly equals kinesthetic reinforcement of the verbal suggestion.) Since she had evidenced her ability to generate visual experiences from kinesthetic experiences, helping her to generate kinesthetic experiences from visual experiences was simply utilizing what she "knew" how to do, but redirecting it. By utilizing her "skills," "beliefs" and "systems" (Visual—Kinesthetic—Auditory), she not only achieved what she had been unable to achieve before (the hypnotic state), she also gained the ability to "picture" away her tension. As a result, her jaw clenching "got lost" and she became a much calmer individual in general.

Most or maybe all people, can enter into or be in a hypnotic state with their eyes wide open. There are some experts in the field of hypnosis who contend that eye closure simply makes the subject's tasks (whatever they may be) easier to accomplish.

I have worked with many people who respond better with their eyes open. In some cases, eye closure actually stops the individual from processing and responding. I believe that most hypnotists require eye closure for their comfort. I have observed dozens of hypnotists become "unglued" as a result of a subject staring at them. All the signs of a satisfactory hypnotic state may be present, yet the hypnotist interrupts the subject's state because "being watched" disturbs them. I hope you will learn to accept the subject's right to enter hypnosis with open eyes, and to utilize that situation as just another choice.

I asked him to take a seat in a dental chair, which he did. I picked up a white towel, put it into his left hand and said, "OK, I'm going to help you to experience hypnosis, but first I want to test out your so-called 'control.'" I began by positioning his left arm straight out to the side of his body, horizontal to the floor. I said to him, "Now, your job is to hold that towel as tightly as you can. When

you don't expect it, I'm going to pull it away from you. I may walk behind you and then sneak up, or I may just grab it from you." His arm stiffened and he had a "death grip" on the towel as he said, "No you won't!" At this point I made several moves as if to try and grab the towel. As I did so, his intense concentration on the towel and me increased. After a few more "attempts," I stepped behind him and said, "Get ready, I'm going to stand where you can't see me and when you least expect it, I'm going to jump out and get it." At this point his left arm had been cataleptic for several minutes. To an observer trained in hypnotic phenomena, it would have been apparent that he was in "that state." However, he had not yet experienced his "proof." I reached over toward his left hand, slowly with my left hand.

At the same time, I reached toward his right arm with my right hand and rested it gently on his right forearm. I then slowly lifted his right arm up, off the arm of the chair. I held his arm up, very still, for several seconds, and then I let go. His right arm remained up, without moving, and he continued to stare at the towel in his left hand. I had planned on going no further, but the group instructor had a different goal in mind. Without my knowledge, he had taken a sterile needle from a drawer. While I was continuing to make gestures at the towel "as if" I was going to grab it, the instructor inserted the needle in the subject's right hand. This was done in the fleshy part, between the thumb and first finger. (When I saw what he had done, I was so surprised that I think I went into "that state" myself.) The subject didn't move a muscle, nor acknowledge what had happened. He gave every indication of being totally unaware of "his condition." We, the attendees and instructors, all stood observing the subject while he continued to stare at the towel, without movement or comment. After three or four minutes, he looked up and said, "Well, nothing is happening. When are you going to begin?" Everyone began laughing at that statement, and he said, "What the hell is so funny?" He then began looking around at the group. He suddenly spotted the needle in his hand and exclaimed, "When the hell did that happen? I didn't even feel it!"

EXAMPLE 3: an example of utilization with the type of individual who fears "loss of control..." **DISCUSSION** By his initial comments, the subject had indicated that not only was control a major issue for him, but that he was proud of his "control." Utilization simply required giving him something to control—the towel—and then "helping" him to worry about his control (my threat to take the towel away). As has already been stated, people often enter their own hypnotic state to avoid someone else's. Based on that, I could be sure he would enter into hypnosis to avoid my "control." It was also a good bet that, as long as I didn't point that fact out to him, he would cooperate by "controlling" everything. As for his developing spontaneous analgesia, that is not an uncommon occurrence: that is, many individuals spontaneously develop partial or complete analgesia when entering a hypnotic state. By asking him to hold the towel, I was taking his "movie" and redirecting it toward a goal. In this case, the goal was to

produce a formal altered state. Since he visualized so well, it was a good bet that he would more or less "disconnect" from his kinesthetic experiences. Therefore, he wouldn't know where I put his arm, which made it easy to produce catalepsy.

"Oppositional" or "paradoxical." Individuals in this category not only tend to do and respond exactly opposite of what you intend.

I believe that your skill of deciding for yourself is useful. The problem as I see it is that you have lost the ability to be flexible, or to have choice as to when to be stubborn.

PT: Are you saying that being stubborn is not bad, and that I don't have to get rid of it?

ME: That's right. However, a patient once told me that being grown up includes the ability to do what is in your best interest even if someone else suggests it!

PT: I don't agree. I...

ME: [Interrupting] That's good. I'm glad you don't agree. Now I would like you to continue helping me by refusing to do what I tell you.

PT: Do you mean that you want me to fight you?

ME: Yes! You will be very helpful to me by continuing not to cooperate.

PT: OK. That's easy!

ME: Wait a minute. You just agreed with me. That's not fair. That's cooperating.

PT: What? I'm confused.

ME: Good. Now you've got it. Keep on doing it just that way. Now I don't want you to raise your left arm.

PT: [Slowly raises left arm while beginning to look confused.]

ME: Don't keep your arm just like that.

PT: [Arm stays straight out, stiff.]

ME: That's fine. Now I want your right arm to get very light.

PT: [Right arm noticeably presses down.]

ME: Thank you. You're really doing a good job of helping by not helping.

[Begins to have a "glazed" look.] I'm really getting confused. I'm not sure what to do next.

ME: Well...lower your left arm.

PT: [Responds by lowering his left arm.]

ME: No! No! Now you're cooperating by doing what I'm asking. I want you to cooperate by not doing what I ask.

PT: My head is spinning. I'm not sure what to do next.

ME: Well, don't go into hypnosis...NOW...Keep on staring at me instead!

PT: What? [Stares a moment, eyes close, and a look of relief crosses his face.]

ME: Now, stop relaxing so deeply so quickly.

PT: [Stiffens, then noticeably relaxes.]

ME: Whatever you do, only drift as deeply as you decide...NOW... and don't let that arm get light and float up [not specifying which arm, so that he can both resist and comply].

Using the patient's oppositional nature, I structured a double bind (or maybe several): The patient could cooperate by not doing what I asked, or cooperate by doing what I asked. It didn't matter which method he chose. My experience has been that, after two or three sessions of the above craziness, the patient stops being oppositional in therapy. More importantly, they stop being oppositional in the real world.

ME: Now, you are here to learn something about hypnosis, and so are your colleagues, is that correct? [His head nods "yes."] Since you don't need to have surgery to learn to perform surgery, it stands to reason that you don't have to be hypnotized to learn how to produce the hypnotic state.

"S": Yes, that makes sense also.

ME: Good, we agree. Now I'm going to ask you to simply pretend that you are a great hypnotic subject. That will allow your colleagues to learn a great deal, and of course, so will you. Is that OK?

"S": [Dr. "S" nods his head] Sure, I'd like to be of some help.

ME: Now, pretending that you're a good subject, what would your body position be if you were in hypnosis?

"S": I guess relaxed and loose.

ME: Relaxed and loose ...good ...can you show me what that would look like?

"S": [Rearranges his body position into what looks like a relaxed position.]

ME: How would your head be ...straight up like it is now, or kind of down toward your chest?

"S": I guess it would be down a little... like this [lowers his head].

ME: Eyes opened or closed... NOW?

"S": Closed, [closes his eyes]

ME: Good! Now pretending that you are going into a deep hypnotic state, I would like you to experience, within yourself, what you would experience. Later you can tell us about it.

"S": [Nods head slowly, breathing begins to noticeably slow]

ME: [Supposedly to the audience, but really directed toward Dr. "S"] Now, if he were really in hypnosis, I would ask him to take his time in discovering...NOW...where he learned to believe that he had to hold onto certain limitations, and to discover from his creative self what he needs to have at least three new choices [Pause for 3 or 4 minutes.] I would also ask him to continue to learn and ignore us, and to not return here until his unconscious mind was satisfied as to his new choices.

At this point in time, Dr. "S" appears to be "long gone" and is evidencing all the classical manifestations of trance: slow, deep breathing; immobility; total physical relaxation; and no responses to the noises or questions from the audience. Dr. "S" continued to "pretend" to be in hypnosis while I held a question and answer session. This went on for ten minutes while we all watched Dr. "S." I then said, "He can continue as long as he wants and as long as is necessary, or whichever comes first." I spent another 15 minutes answering questions, and then the meeting was adjourned. There was just one small problem. Dr. "S" was continuing to "pretend" that he was in that state. Several of the doctors came up and began to watch Dr. "S" while he sat "pretending." One of the doctors said, "When will he come out of it?" I replied, "Normally, you would let him continue

as deeply and as long as he needs to continue. However, since everyone is waiting to leave, you could say to him that he can continue learning after he returns here, and he will return here when he realizes now how full his bladder is." Within two minutes, Dr. "S" began moving in the chair, and then his eyes opened. He said, "What happened? Where is everyone? I've got to go to the bathroom in the worst way."

MHR THAT is the entire point...hypnosis IS 'playing at being hypnotized', is IS 'pretending' and 'role playing' ... but that does NOT affect the therapeutic value...it reinforces it i.e 'free will' of person strengthened...just need 'excuse', 'context', 'props', 'facilitating environment', 'support' of hypnotist 'situation'...

EXAMPLE 6: DISCUSSION Since Dr. "S" had signed up for the program, he was, in all probability, there to learn. On the other hand, he "believed" that being hypnotized was impossible for him. The task, therefore, was to find a way to utilize those two factors in some manner that was acceptable to him.

"Accepting" that his being hypnotized was impossible, by stating that to the group, utilized that aspect. Emphasizing the learning aspects of the meeting, and then asking him to "pretend" for the purpose of learning, utilized that part. By structuring the situation so he could merely "pretend," allowed him to believe it was still "impossible" and yet he could still learn by simulation. Of course, if you pretend to raise your right hand, you will, in most cases, actually raise it.

MHR in other words NOT challenge his limiting belief/s, instead, ACCEPT them, and merely ask person to 'pretend', consciously at first...that they are in fact entering trance state...this is the ultimate double bind that employs the FACT that trance is always SELF-induced, and always 'pretend' / 'role playing'...BUT REMEMBER, ANY BELIEF IS ESSENTIALLY ROLE PLAYING / PRETENDING TO BELIEVE...we have no way of 'knowing' anything, but we 'pretend' we do...THAT is how we operate heuristically in a world that may or may not exist at all, other than in our imaginations i.e 'pretending' / 'role playing'...

MHR To 'role play' requires you to discover / access / remember / focus on the EXACT symptoms of 'trance' i.e you have to 'enter into it' literally...which is exactly what the therapist intends, to ELICIT those states...when we vividly imagine those states, we elicit them in the most powerful way, making them REAL for us...which is ALL trance induction is about...either by suggestion, by mirroring and leading, or in

this case, literally, explicitly, getting person to 'pretend' to be entering trance, by recalling / acting out all the stages from light to deep trance...by which they 'enter into it' i.e trance...and are effectively in trance...this is basically SELF INDUCTION...as ALL trance is...question is whether and how a person is LEAD to self-induce i.e by copying the suggestions from the voice of the speaker into their internal voice, by copying / mimicking/ mirroring their gestures ... point is that attention is focused on something first, outside, and then on the feelings this produces inside, the person...

Pretending elicits memories of those aspects necessary to "pretend." I have asked individuals to pretend that they know what it would take to solve some specific problem, or to overcome a fear, etc. In the vast majority of cases, their pretended answers are important keys that unlock the right doors. In addition, the "pretend" approach is a powerful induction technique. When a subject tells you what he would experience if he were "really" in hypnosis, he has, in most cases, given you the exact map to follow. Last, but not least, Dr. "S," as a result of his "pretend" hypnotic experiences, began to experience changes in some important areas of his life. Several weeks after his experience, he took me to lunch. He told me that he and his wife had been having some difficulties, and that he had not been able to "get it on" sexually with his wife in almost a year. His wife had been claiming that he was almost always uptight, and that he seldom "let go." He said that since the training class, he had begun to loosen up, and was finding it easier to "let things happen," and that he was becoming sexually active with his wife. In addition, he informed me that for one week following the class, he had a tendency to "sort of drift away and lose track of everything, whenever I'm alone with nothing important to do." I told him that he was an excellent hypnotherapist, and that his ability to not understand was helping him to gain understanding.

MHR this is pure Buddhism...to 'remember' rather than 'generate' solutions...much easier...to act as if already know...as if already in trance...activates all the non-conscious powers of the mind and de-activates / bypasses the limits of conscious beliefs...as to what is possible, good, acceptable...

EXAMPLE 7: "B," a 38-year-old doctor, was referred to me with a "list" of presenting problems. He had made out the list very carefully. He informed me that his list was in the order of the problems' importance. "B" told me that he had taken several courses in "professional" hypnosis(I assume that other courses were

to him "unprofessional" courses), and that he attended many hypnosis workshops. He also stated that he often used self-hypnosis, but had been unable to solve his problems with that approach. Additionally, "B" had been in psychotherapy for nearly a year, and he claimed that he had made little or no progress. I asked him why he continued for a year when it wasn't, according to him, doing much good. He replied, "I like to finish what I start, and I'm a very patient man." When asked what he did for relaxation, he answered, "When I want to relax, I more or less drop out. I accomplish that by turning on some music at a very low volume. I then close my eyes and really make myself tune in to the music. I then start a process of drifting." (I wonder if you, the reader, have figured out what his preferred conscious system is?)... After gathering some additional information, I began to tell him several metaphors. The thrust of these metaphors was to "remind" him that we do many things without thinking about them in specific, step-by-step detail. I wanted him to remember that there are many areas in which we rely on our unconscious processes; that this frees our "logical" mind for other matters. (I'm sure that the reader can "see" that "B" was a very logical person: problems in a list, systematically studying hypnosis, etc. You can... NOW RECOGNIZE... that his preferred system is auditory.) As I would tell him a metaphor, with the embedded suggestions / generative – resourceful beliefs, I would lean slightly to my right, and talk softly in a monotone (remembering that soft music allowed him to 'drift off'). When giving him so-called "factual, logical" information, I would lean to my left, and talk more rapidly and with tonal animation. After a short time, when I would lean right and switch to a monotone, "B" would sit perfectly still and stare intently. When I leaned to my left, he would "fidget" and his face was animated. Toward the end of our first session, "B" said, "I know you're doing something to me. I can feel it happening, but I can't figure it out. Aren't you going to try and hypnotize me?" I laughed and said, "I'm still trying to figure out how to get you to stop going into hypnosis so well!"

MHR Zen observation / interrogation yielded insights required to employ natural tendencies in person in therapy, to induce trance, offer suggestions in way most likely to be accepted by person...

EXAMPLE 7: SESSION 2 Our second meeting was basically a repetition of our first session. The metaphors were now more directed toward his "list." Whenever I finished a metaphor, I would stare at him without blinking for several seconds. I would then blink several times, switch to my left and give him some "logical" information. As we neared the end of the session, he again said, "Aren't you going to try and hypnotize me?" I again laughed, leaned to my right, and just stared at him. "B" immediately "froze" and stared back. I then sat straight up, and "B" blinked several times and said, "Hey, have you been hypnotizing me all along?" "That would be telling," I replied, while I nodded my head slowly "yes." "Besides, there's no such thing as hypnosis." I then leaned to my right, and moved my lips as if I was speaking. However, I wasn't making a sound. "B"

"froze" again, his eyes glazed, and his body began to slump. Very softly I said, "Not yet. Next week will be soon enough." I then sat straight up in my chair. "B" blinked several times and then said, "Wow. That was strange. I know you hypnotized me, but I don't know how." With that we ended our second session.

EXAMPLE 7: SESSION 3

"B" entered my office and sat down with an expectant look on his face. (You could say he was altering his state in preparation of having his state altered.) I asked him if anything surprising had occurred during the last week. He replied, "Yes, quite a bit. I have been laughing more and I seem to be looser in the way I move. My staff has commented about how much calmer I seem to be. The only problem is, I can't figure out why." I responded by telling him, "Good. You are a very logical person, but in the past you've been totally illogical in your attempts to solve your problems. After all, if logic were the answer, you would have logically solved the problems. Since logic has failed you, it's illogical to do more of the same." (As I was giving him that logical, illogical explanation, I slowly shifted to my right and also shifted to monotone.) I reached for his left hand, and slowly and gently lifted it up. When his hand and arm were about one foot off the arm of the chair, I held his hand still. I said to him (still in a monotone), "Now you know where your hand is because you can see it. However, even though you're a doctor, you would have difficulty naming all the muscles, in the exact logical order, that are...keeping your hand and arm exactly as it is." (Unconscious suggestion for arm catalepsy.) At this point, "B" was completely still, was staring without blinking, and was totally EnTranced with what was transpiring. I continued: "Now...as you close your eyes, you won't be able to know where your hand is by seeing it. Instead, you can be very successful by allowing yourself to experience all of the feelings of it." (Much of what is now being said is directed toward two goals: 1) trance induction; and 2) metaphoric approach to his "real" problem—being shut off as to experiencing feelings in general.) "And, as you continue to connect to all those good feelings, without action...and perhaps without understanding, then my voice will continue to be as if soft music, and you can continue to drift." At this point, "B" was given some direction toward the resolution of his problems and then told, "Your arm will probably remain stuck, just as you have been, until you discover how to become even more flexible in your personal life." Twenty minutes later, "B's" arm moved slowly down. Instead of terminating his hypnotic state, he appeared to be deepening it. I told him that his unconscious mind would decide if he was ready to return to "this time and place," or to continue with what he was doing if that was more important. "B" stayed in "that state" for another hour and fifteen minutes. I had to use one of our other offices to see my next appointments. Over the next several weeks, the changes in "B" were not only dramatic, but delightful to watch. He put it best when he said, "Everything used to seem so serious and important, life or death. Now, I'm having some fun with my life, and saving my serious side for truly

serious problems. The funny thing is that I'm accomplishing more with less effort."

EXAMPLE 7: DISCUSSION

The above example is filled with utilization. Often the induction processes and therapeutic goal processes were completely intertwined. That makes it somewhat difficult to make a clear delineation between the two. Certain factors, however, can be separated and spotlighted. "B" had been trained in traditional hypnotic techniques, and had been practicing them on himself. However, "it" wasn't working. Therefore, any use of so-called traditional approaches would no doubt meet the same fate. In other words, any overt attempt to hypnotize "B" would probably not succeed. He gave support to that interpretation when, at the end of the first session, he said, "Aren't you going to try to hypnotize me." (In this context, the word "try" implies: I know it won't be successful, but let's try.) In addition, "B" had been in formal psychotherapy for almost a year, with little or no acknowledged results. Helping him to gain more "insight" or "logical" understanding would produce a lot more of the same... NOTHING.

EXAMPLE 7: DISCUSSION

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Utilizing Utilization

"B" had given me the information needed to help him experience an altered state. This information was conveyed when he explained what happened when he listened to music on low volume. By leaning right and talking in a slow monotone, I hoped to accomplish two things: The leaning right would itself become an unconscious suggestion to enter into hypnosis; the monotone would recreate his experience of hearing something in the background while he "drifted." His responses to these tactics indicated that they would "do the trick." He had also told me that he was a patient man. Telling him long, drawn-out

metaphors would insure he would have plenty to be patient about: Listening to me, trying to understand my point, waiting for me to "try" to hypnotize him, while drifting due to my monotone. Last, but perhaps most important: pointing out to him that he would have to feel...his arm in order to remember where it was, required him to get in touch (or pay attention, or tune in) to his internal (kinesthetic) sensations, while, at the same time, he was attempting to listen to my monotone metaphors. The combination of his "patience," "drifting when listening to something soft and low," and my pseudo-logic all combined to utilize his skills and experiences to help him move...NOW...to new experiences. I could no doubt "DO" one hundred pages on utilization. I don't want to use a sledge hammer to drive a thumb tack. While what you have read about utilization was directed primarily toward producing the hypnotic state, utilization is even more useful as a therapeutic strategy. It is beyond the scope and intent of this work to outline utilization in detail as a therapeutic approach. However, throughout this work, I have attempted to "sneak" in examples of several utilization methods.

CREATIVE UTILIZATION For those of you who wish to take a creative leap, the following hints may be useful for you to utilize: Utilize the compulsive personality's compulsiveness to compulsively carry out assignments that lead to new behaviors, which break up the compulsiveness; utilize the rigid person's need to be right, to have them carry out the assignment of being wrong, just right, and to enter into hypnosis in the "right" way; utilize the phobic's ability to generate feelings (Kinesthetic) from their internal pictures (Visual) to generate new feelings from new internal pictures; utilize the depressive's "skill" of holding on to feelings (depression) no matter what any one says or does, to learn to hold on to good feelings in spite of the ups and downs of life.

You can...BEGIN NOW...to look at the presenting problems as a form of unique skill. Once you do that, your task is to discover the method behind that skill, and then to redirect it. The grand master of this form of utilization was the incomparable Milton Erickson, M.D.

MHR it is very hard to achieve the symptoms, and maintain them, deliberately...and in fact they WERE intended, and successful, in achieving some ends e.g survival...though now no longer appropriate, or less optimal than alternatives...so we offer these alternatives...to replace the sub-optimal, destructive, self-defeating 'symptoms' e.g depression takes you 'out of the game' i.e avoidance is a survival strategy, as is a phobia...even the massive tension build-up and maintained in the neck / jaw / face/ scalp muscles...

His new wife. He told me she was excited about the prospect of meeting a "real" hypnotist. He informed me that she was afraid that if she looked at my eyes she

would get "put under." When I arrived for the dinner party, my friend greeted me at the door. He led me in to meet his wife. As he introduced me, she reached out to shake my hand, and then her eyes caught mine. She began to stare, and then...BAM! Her eyes closed, she slumped and I had to reach out and catch her. You could say that my presence, combined with her belief system and expectations, produced an interesting phenomenon... You could say that she had hypnotized herself into being hypnotized by my eyes.

Bandler and Grinder? Coined the redundant term 'anchor' for 'stimulus-response trigger'...e.g red light 'triggers' a whole set of complex behaviors, mostly non-consciously i.e you don't have to think about them...you see the red light or stop sign and automatically carry out the actions required to stop your car...or a police flashing light triggers a lot of anxiety etc especially if you are 'carrying' or expect a fine...your rego is expired etc... the stop sign 'elicits' these responses...the stop sign has become a 'node' for a series of actions / responses...like the bell in Pavlov's experiments triggered salivation in the dogs, who had 'learned' to expect meat i.e associated this 'trigger' / stimulus with meat...and so in NLP terms they'd say it had been 'anchored' to the bell...the association 'anchored in' the bell...but for me the term 'associated' is enough...and 'trigger' seems more apt than 'anchor'...

Every word triggers both a denotative and a connotative set of associations e.g the dictionary definitions, determined by context i.e which of the definitions applies in this context...and a lot of individual associations e.g cats, allergy, affection, fun, predator, pet...we decode the symbol into these...if we share the symbolic language with the writer e.g English...denotation...denotative 'meaning' intended...but the connotative meanings may be lost on us, or different e.g how we have experienced 'cats' and thus our personal associations with the idea of a 'cat'...

MHR Every impression is represented in some form, in other words encoded into that form. The word 'cat' first triggers the image in your head of a 'cat', and then all associations e.g cats purring (auditory), the wonderfully calming / soothing softness of cat fur (kinesthetic) and our personal 'feelings' about cats e.g love / hate / envy / fear (phobic-allergic) (kinesthetic)...the same set of responses will be triggered by an image of a cat, or hearing a cat meowing or screeching, or feeling a cats soft paws / or as it slides and pushes up against your legs...in this case the word 'cat' will be triggered by the kinesthetic / auditory i.e visual 'cat', and auditory 'cat', and kinesthetic 'cat'...more precisely 'cats'...a metaphor nodule is triggered...every association is triggered, by any of these 'symbols' / 'representations'....

MHR some people flexible in their responses...able to tailor response to the particularities of the interaction e.g friendly dog Vs vicious killer dog, guard dog

doing its job Vs playful pet in park...but some people stuck in rigid ritualized reactions...unable to chose ... e.g puppy terrifies as much as attacking pitbull...the 'trigger' sets off a ritualized chain of responses, ending in panicked terror for phobic, or consider the term 'The Holocaust', and all the Hollywood associations you have been conditioned to 'call up'...or the word 'Nazi'...

These responses were originally 'suggested' by some traumatic experience, or dramatic experience good or bad, or by long term repetition e.g 'drink coca-cola' was once EVERYWHERE, in EVERY channel of representation...same as tobacco products, and alcohol...today only 'The Holocaust' has the same 'brand' exposure, along with demonisation of 'Hitler' and 'Nazis' and 'Islamic terrorists'.

In the same way that a hypnotist 'suggests' a given response to a given stimuli e.g when you hear a bell chime, you will X, 'when I click my fingers, you will Y'...all post-hypnotic suggestions that will be 'triggered' AFTER the session is over, or after 'awaking' from the trance...

Consider a movie or television commercial, or radio commercial, as a 'trance condition', which you 'awake from' at the end...during the commercial or movie certain suggestions were implanted in your not-conscious mind...by association...it is called 'product placement' when the hero wears 'Rayban' sunglasses and drinks 'Coca-Cola' or 'Jim Beam'. Of course the 'Shoah' movies implant malicious, mendacious, ideas about Hitler and the Nazi's, or Islam and terrorism, or anyone who challenges these ideas as being a 'terrorist'.

The movie may be an action film with no obvious message. Pure escapism. But the 'product placement' is intended to 'sell' a product or idea. That Hitler was the most evil man ever, and Nazi's were vicious monsters, or that 'Raybans' or X brand of cigarettes are the way to become the hero of your own story, attract women, feel confident etc... These are the 'suggestions'. The 'post-hypnotic', 'Post-movie' suggestions. So next time you feel insecure, you will reach for brand X cigarettes. When you hear the word 'Nazi', you will automatically activate the metaphor nodules implanted in you by the movie, and 'remember' Nazi's throwing babies or crippled old men in wheelchairs out of windows, laughing in their malicious glee. And over your lifetime, you will have been exposed to thousands of such 'programs' i.e 'conditioning programming' designed explicitly to achieve this end i.e so that you will be conditioned to respond a certain way any time you see, hear, or read, the word 'nazi', or Hitler', or feel like you need something to do with your hands e.g smoke.

Our 'education' is mostly the implanting of conditioned responses to 'authority', to 'valuing the approval of authority figures and fearing their rejection / disapproval i.e abandonment by society...parents...family ... e.g religious 'education' ... the only reason one person 'believes' in one set of religious

beliefs and not another is clearly that they were conditioned from birth, directly or indirectly...few people 'change' their nominal religious beliefs / affiliations...and it is easy to 'trigger' a conditioned response to some 'foreign' religion i.e by definition it is 'wrong' and 'deceptive' and 'dangerous'...i.e same as for fear of anything 'foreign'...as inferior, and dangerous...

Sense of smell is perhaps the most powerful trigger...Olfactory representation...we 'see' some wavelenths, hear others, and smell others...different animals have wider / narrower bandwidths for each e.g do has much more sensitive differentiation and width for smells, but humans see more colors...

Placing a sleeping person's hands in water 'suggests' urination to their non-conscious, sleeping mind.

A certain sound can trigger sexual thoughts.

A certain scent, associated with 'mother' as an infant, placed in 'baby powder', and later placed in adult perfumes and even washing detergents, will trigger powerful feelings of safety, security, etc...

These are all 'triggers', what NLP calls 'anchors', because they deliberately employ the 'implanting' of 'triggers' via touch, tone of voice etc, to replace one existing sets of triggers with another...so that the same stimuli now triggers more resourceful, constructive, optimal etc responses...

MHR I would use the term 'implant' or 'glue'...anchor is heavy, and stops movement...

Before the subject was "counted out" (or whatever) from hypnosis, the following type of suggestion would be given: "...when I touch your forehead [shoulder, what have you] and count [backward, forward, up, down, it doesn't matter], you will re-enter into this pleasant [deep, comfortable] state." (Kroeger, 1963; Wolberg, 1964). Where this post-hypnotic suggestion "took" you would have, in effect, a one-trial learning anchor. From that point on, each time the hypnotist triggered that anchor, the subject would re-enter the so-called trance state. In some cases, any other person triggering the anchor would find the subject entering into a trance. Pavlov, with his development of classical stimulus-response conditioning, was one of the first to recognize anchors and to realize that anything could be used as a stimulus to produce a response. He discovered, in his work with dogs, that food—the unconditioned stimulus (US)—leads to an unconditioned response (UR): salivating. Pair a bell to the US, and in a short while, the bell becomes a conditioned stimulus that elicits the UR.

MHR inhibitions 'learned' i.e born like puppy, no fear, outgoing, confident, expect the best...then become inhibited to 'fear' something or be 'wary' and 'anxious' in general, by each new 'painful' experience...compare puppy to mature 'feral' street dog in demeanour, and you have the dramatic case that applies to most humans. Some remain 'puppy-like' or 'boyish' into their old age, but most become cynical, bitter, resentful, anxious, fearful etc...neurotic...

MHR none of the books ever mention David Hume. It was HE that clarified / revealed how we take totally unrelated phenomena, and form 'cause-effect' relationships from them...constructing 'objects' from discrete, unrelated impressions e.g colors, scents, tastes, textures to form 'apples'...and connecting things that appear before and after, by some magical property called 'cause and effect', for which we have no justification...for which there is no 'objective' reality...

So the danger is that we connect things that are unconnected...e.g danger to all dogs, based on something we overheard mother say, or one dog biting us...or much worse, ideas of 'gods' and 'sin' and 'hell' that are pure constructs, like 'voodoo' or 'magical sticks' that are ascribed massive powers, though they have zero power over us...we respond 'as if' they do...in other words, we were conditioned to respond with a whole 'ritualistic' set of responses...and can be cured or made sick by placebos and nocebos, by the good and malicious intentions of the 'witchdoctor', 'priest', 'shaman'...

MHR as infant / child, with everyone more powerful than me, I 'learned' that I could NOT defend myself...that I was POWERLESS to do so...so later people who were NOT more powerful than myself, were able to bully me...I was physically incapable of defending myself, even though I could easily have defeated most of these people, and at least given the rest reason to find some other victim...most of us have been conditioned in some way...to come to similarly unjustified conclusions about our 'self' i.e limiting beliefs...e.g I'm not pretty, I'm stupid, I can't learn new things, I can't dance, I can't write essays, I can't talk to people, I can't succeed, I can't be happy...

MHR we give certain 'words' or other stimuli, e.g ideas, the power to make us mad, angry, depressed, anxious, fearful...they are powerless...just utterances, but they 'trigger' a 'ritualistic' response...i.e a 'habitual' set of feelings, physiological reactions...visualize someone biting into a big juicy lemon !...or your top sex symbol undressing ... or someone pointing a gun at the head of a child...or a Hollywood 'Nazi'...or the 'Hollywood version' of Hitler. See how quickly such powerful responses are triggered. As if by magic. Abracadabra indeed. The words evoke images, feelings, even smells, simply by association...a host of associations have been conditioned / implanted in your by your actual

experience, and by your viewing of mass media products, and 'education' materials, including religious and other propaganda works.

Conditioned reflex responses ... include a chain of 'triggered' associations...

Erickson observed that if he asked a patient to sit just as he had the last time he experienced trance, and Erickson began talking in the same manner and/or about the same subject as the last trance experience, the patient would re-enter the trance state without any so-called induction. Erickson named this technique "*recapitulation*."

When a person vividly remembers or imagines employing all their representation systems e.g sights, sounds, smells, textures, feelings, (remembering is really imagining also), they spontaneously enter trance and regress to or enter that imagined/recalled situation.

If there is some physiological symptom / manifestation associated with that memory / imagined situation, then can literally 'feel' that pain anew / afresh, as if the 'cause' of it were present. Merely by imagining such 'causes' vividly, as Hume explained.

Just like you may loathe visiting X, or doing Y, because you associate it, consciously or not, with some nasty experience / feeling, if you evoke a certain memory or imagined scenario in a particular tone of voice, with the person in a particular state, sitting in a particular chair, or in a particular way, they can form an aversion to that tone of voice, chair, body posture, and you can use any of these 'associational triggers' a.k.a 'anchors' to evoke / elicit that state over and over...e.g to induce trance, by having them repeat the past actions, in the same tone of voice, sitting in the same chair, as that you used to induce the first trances...i.e to quickly reproduce that trance state, which initially may have taken a long time...muscle memory...associations...conditioned reflex responses can be implanted quickly...or over time...but then can be triggered quickly and easily by any stimulus the person associates with that state / situation...

The key to understanding 'anchoring' is that YOU do NOT need to understand / comprehend / see / know exactly WHAT it is about what you did or said, or they did or said or thought, that 'triggers' the trance induction...so there is no 'formula' or 'recipe' you can repeat...you just need to experiment, and observe when the person IS in trance i.e HAS been induced...then repeat any of the 'cues' you employed...any of the changes in tone of voice, touching in a certain way, sitting in a certain place, which the person has somehow associated with the trance state...SOMEHOW...no need to know how / why...to use it to evoke

trance again... there is often no LOGICAL reason to expect trigger A to produce response B e.g. trance state, or fear, or sexual arousal...it is the person who has made some association...it is NOT rational...NOT logical...WHY stimulus X e.g. red shoe, should trigger response Y, sexual arousal, need not be understood...there is no LOGICAL connection...the connection however WAS formed, and does exist, and it is real, and you can utilise it...e.g. to induce trance, fear, terror, joy, sexual arousal, depression, optimism...

Any association made by the person can trigger a post-trance-hypnotic suggested response...e.g. the response 'suggested' by a small dog biting a person as a child', or a trance state...any association the person makes will evoke / illicit that response...so you can illicit / evoke it by trigger that association, by doing what you did last time that 'worked', or having them do what they were doing last time...without seeking to understand WHY sitting in that chair 'works', or 'remembering your first puppy dog' 'works' to induce trance, or fear, or sexual arousal.

i.e. you can find out what person associates with 'being in love' and then transplant / evoke / illicit those feelings for their current relationship...same for sexual arousal for partner...using sub-modalities of representations of experiences / imagined situations...and muscle memories / associations e.g. posture, tone of voice, smells, images...

Ideally you take any triggered response that the person does not want to have, and replace it with one they desire...e.g. replace fear with cautious, alert, calm...stress with relaxation...anxiety with optimism...despair with positive expectancy...e.g. Help the individual to use the first subjective feelings of anxiety—i.e., tightness—to trigger a response such as relaxation?"

Conditioning is about hypnotizing people into believing X, e.g. That hypnosis doesn't exist...and implanting the post hypnotic suggestion that when they hear someone contradict belief 'X', e.g. the word "hypnosis" becomes the post-hypnotic "cue" (anchor)/ trigger that elicits a response of angry denial that hypnosis is real.

Ask person to recall situation 'X', and observe them for all signs that they have regressed to 'x' or are vividly experiencing 'X' in their imagination e.g. change of rate of breathing, posture, pulse, coloring of face, muscle tension, sweat...then when appears they are fully immersed in the 'imagined' situation, 'anchor' that set of responses to the imagined situation with a touch on their shoulder, while saying, "Good. Hold on to that feeling so that you can become very familiar with how it feels inside.". You may chose to use a distinctive tone of voice that in future will be associated with that set of feelings, or talk to only their left ear, or stare at them directly without blinking...anything that later will become

associated with that state, and which you can therefore trigger with that ...e.g stare, or tone of voice, or touch on the shoulder...

Then tell them that in a moment you will ask them to do something, but not to start until you direct them to. Tell them you are going to ask them to repeat the same process of imagining that supposedly past experience (all memory is distorted / imagined), or new one, in slow motion...paying close attention to how the process builds...i.e to attend to the very first signs of it beginning to develop e.g of the fear emerging vis a vis the phobia, the first indications e.g tightening of muscles in stomach, dryness in mouth,... whatever the first strong physical sensations are, that are triggered by the imagined presence of the feared trigger etc...and direct them to signal in some way e.g raise the first finger of their left hand, when they become aware of this sensation first emerging...But they are not to begin until you direct them to. Then touch them on the same spot as before, or give the same unblinking stare, or adopt the same tone of voice, speaking of the same one side of their face etc...where you 'anchored' the response set, and apply a little more pressure than before, and ask them to begin vividly reproducing the 'state', hold the pressure for a few moments, and then remove your hand.

Now they have just begun building up to the 'state', in the way they have been habitually doing...e.g thinking of the 'trigger', and going through the process by which they become 'terrified' etc.

And you can now replace their traditional / habitual/ learned/ conditioned / induced response with something desirable, as Buddha suggested...no 'debate' with their conscious mind about how irrational / illogical their habitual response set is...just replace the actual response set...with a new 'muscle memory'...

Now ask them to take several deep breaths and think of the beach or mountains or anything pleasant. The next step was to ask them to remember the most pleasant, relaxing place they have ever been—or to make one up in their imagination—and to signal when they had accomplished that.

Now touch the same spot you anchored their 'habitual negative response set' to, and instruct them to recall that 'situation' i.e how it begins, and to signal when they feel the first reflexive response. As soon as they signal, stop touching them and say somewhat sharply, "Stop!". [A pattern interruption.] So that the release of your pressure, and 'stop', coincide with the very start of their usual response set.

Then immediately instruct them to 'go to that special place' i.e vividly imagine that place of calm, optimism, relaxation, pleasant etc...to see yourself feeling those pleasant, pleasurable, relaxing, feelings, sensations etc...

Repeat this procedure 6 to 8 times, and then while they are in that state, instruct them as follows: "Each time you feel that first signal of "anxiety" such as [filled in with what they had reported as the first signal], you are to see yourself there, feeling those comfortable feelings. As you practice this procedure, it will become more and more automatic until soon it will happen, in all the appropriate circumstances, without thinking and without your conscious awareness of having gone to your special place."

You can anchor the 'pleasant state' also. And 'test' to see if the anchors work. I.e. if they trigger the unwanted, and the desired, states.

Use visualization e.g. imagine you entering into the pleasing scene you imagined i.e. first see yourself dissociated, then associate. Use visualisation first, dissociated, before associating, and 'feeling' i.e. enter into it...

Practise until the 'anchors' 'trigger' the states i.e. you have 'anchored' the states, and can trigger them, by repeating the anchor. Observe for signs they have entered the states, as evidence of the 'anchor' 'working' i.e. that you can 'activate' it at will.

BASIC ANCHOR COLLAPSE

Several years ago, or once upon a time, I was asked to give a lecture and demonstration to a psychology class at California State University at Northridge. The professor, who was a very nice man, had told me beforehand that he did not believe in hypnosis, that it did not work anyway, but he felt his class should have the opportunity of hearing about it. I guess he wanted me to be the token hypnotist. To make matters even more interesting, he did not just introduce me and my subject, rather he was prepared with a long statement about his disbelief in hypnosis while stating he was open enough to give almost anybody a chance to speak about what they believe. It was as if he had told them I had designed the Titanic and was now going to prove that it had not sunk. I decided that to survive my glowing introduction, I would have to demonstrate something dramatic, and on the professor. I knew from a previous conversation with him that he was going through a very painful divorce and was—according to him—fighting depression whenever, "I think about it." I thanked him for his introduction and, as he sat down on a long table at the front of the lecture hall, I walked over to him and ostensibly began talking to the class. I told them that I really appreciated the Professor's asking me here and introducing me, particularly at this time in his life when he was going through a very difficult period. His expression immediately began to change as he looked down to his right (kinesthetic), and evidenced discomfort. At that point, I squeezed his right shoulder and said, "I know that's painful, isn't it?" He nodded slowly. I then removed my hand and said sharply, "How long will it take you *to remember now...* [said more slowly and with a lower tone: an embedded hypnotic suggestion to remember now] a time

before you were 20 when you experienced something that felt so good that you knew everything was going to be exciting." (Taking a risk that most of us at some time before we were 20 did something or experienced something that was exciting.) His head came up and his eyes began moving up to his left (visual recall), and his face began to relax. Slowly he smiled, and then blushed and said, very strongly, "I can remember." At this point, I had reached to his left shoulder and began to gently squeeze it. Without any explanation, I was making an effort to set up two anchors: touch on his right shoulder for the painful experience and touch on his left shoulder for the happy experience. Next I tested the work. I said to him, "That's a better feeling than the other, isn't it?" (Still squeezing his left shoulder.) He smiled and nodded vigorously. I then went on: "Much better than this uncomfortable feeling" (Here my voice became sad-sounding and my face looked sad, while I squeezed his right shoulder.) The change was dramatic! He again looked as if his world was coming to an end: eyes down right, head lowered, lips quivering. I then switched to his left shoulder while saying, "You'd rather have these feelings, wouldn't you?" (Said with happy tone and smiling face.) He immediately looked up, took a deep breath, smiled and said: "What the hell are you doing to me?" I replied, "Confusion is new learning," and then I squeezed both shoulders at the same time. His eyes glazed while he appeared to stare straight ahead, and he looked confused. I then instructed him as follows: "You can close your eyes and it will all *clear up comfortably*" (**said slowly, in a low tone**). He sat very still, breathing deeply for about three minutes, and then opened his eyes and asked what was going on. I reached over to squeeze his right shoulder to make sure the anchor was cancelled. He showed no response except, perhaps, a questioning one, but no "depression." I asked him to think about that painful situation, and to share with us what was different in his internal response. He turned his eyes up left (visual recall) and then down left (auditory) and then down right (kinesthetic) for one split second, and looked up at me and said, "It doesn't affect me like it did, and somehow I feel stronger and know it will be OK! What the hell did you do?" I replied, "Nothing. There's no such thing as hypnosis so you must be hallucinating." (I guess what happened helped him to alter his belief system. He attended two of my seminars, Clinical Hypnosis: Innovative Techniques®, and became a booster and utilizer of hypnosis and Unconscious Restructuring®.)

In one classic experiment, experimental animals were conditioned to go to one side of a cage at the sound of a bell, and the other side at the sound of a buzzer. Almost like squeezing the left shoulder for one feeling and the right shoulder for another. When both stimuli were set off at the same time, the animals would appear to be confused and disoriented, and would then not respond to either stimuli. (Almost like what happened when I squeezed both of his shoulders at the same time...it does make you wonder now about the implications.) Most individuals who are put through the above procedure report what comes very close to being **cognitive dissonance**; and some researchers claim that **new**

learning does not take place without cognitive dissonance. i.e confusion, two things you believe are inconsistent...so one must be modified or rejected to accommodate the other...discomforting...MHR most people 'resolve' this state via dismissing / denying the NEW re: Virginia Satir would expect this i.e to maintain the status quo comfort...WE need to break through to a NEW comfort zone that incorporates the NEW and more valid / justified / demonstrable / generative / productive / constructive information / data / beliefs.

However, I want to caution you: as powerful as **this technique** can be, it **isn't a panacea or a cure**. All it does is to **help an individual have "lowered emotionality" to a stressful situation, produce a calming effect and give the individual hope about solving their problem** when they can experience such a marked change within several minutes. But, it's not a cure. It only accomplishes in five to ten minutes what three to eight traditional sessions might accomplish.

EXAMPLE: A client stated, "I'm beginning to lose hope. I'm in therapy and yet I'm still depressed almost all the time." While he described his depression verbally, he also "described" it physically: body posture slumped, eyes down right, voice sad and flat. As he talked about how "heavy" his depression was, and continued to evidence it physically, I reached over, gently touched his left knee, and said in a voice that mimicked his, "That's a heavy, awful feeling, isn't it?" He shook his head slowly. I then snapped my fingers (pattern interruption) and said, "Before your problem began, what did you really enjoy doing?" His head moved up slowly, he looked at me for a moment, and then his eyes went up left, and he said, "Baseball. I love the game! I'm a pitcher on the University team." I asked him if he ever had a really good day pitching. He smiled and said "Oh yeah! I once pitched a three hitter and struck out the last five batters in a row." At this point, he had straightened up in the chair, and his voice was stronger and melodious. I replied, "You're kidding. Really?" He leaned forward, smiled, and said, "Yeah, honestly." At that moment, I reached over and gently touched his right knee and said, "That's great! I bet you really felt good!" He was now smiling and looked much better. To reinforce his plus (+) anchor, I asked him to describe how he felt inside after striking out the last five batters, and as he described the good feeling, I again touched his right knee. I repeated this procedure as he described, in response to my questions, how he looked and how he sounded. All of the above took less than ten minutes, and the young man was much more relaxed and he was smiling. Next, I used the same procedure as on the professor described above. When he had "neutralized" out, I asked him to "Try Hard" (implying it would be very difficult) to remember the depressed feeling. He looked straight ahead for a few moments, then looked down right for a split second, brought his eyes back up level and said, "Hey, I'm having a hard time getting it back...anyhow I don't want it back. That's amazing. You mean there's hope for me after all?" As I nodded my head yes, I said, "What do you think?" He nodded his head and said, "Yeah, I'm going to beat it." He was

referred back to his therapist who, several weeks later, reported that the young man was doing fine, was back in school and beginning to make some decisions about the situations that had led to his depression.

ANCHOR COLLAPSE: BASIC PROCEDURE

If possible, you first want to establish a pleasant (+) anchor. While anchors can be set with visual, auditory and/or kinesthetic cues, I am going to recommend you begin with kinesthetic cues (physical touches) as they are the easiest to learn and use, even though beginning with kinesthetics might cause you to miss with a few individuals. However, if your client/patient is already in a bad place—e.g., depressed—don't work like mad to get them in a better place in order to set a + anchor and then throw them back into their bad place for the unpleasant (-) anchor. In that case, start by anchoring that feeling (- anchor). I recommend that you sit directly in front of the individual, close enough to be able to touch their knees. Let's assume the individual's presenting complaint is being depressed whenever they are alone, but as they talk to you they appear to be pretty level. Ask them to remember a time they really felt good about something they accomplished while being alone; e.g. "Can you remember a time you took a ride by yourself and really enjoyed the scenery or a time you were working on your hobby and felt pleased." (Use your imagination.) When they say, "Yes," watch them carefully. Some people will begin to smile and show pleasure just from being asked. If they show a pleasurable response, gently, but firmly, press on one knee (doesn't matter which) and suggest, with a cheerful voice and a smile, something to the effect, "That's a nice feeling, isn't it?" (You are establishing the + anchor.) If the individual merely says "yes," but doesn't evidence the "pleasure" in their expression, you must go further. (Systems become more important here; assume a visual person for this example.) Ask them to see that pleasurable situation, or to see how they looked in that pleasurable situation, or to "show me what you look like when you feel good." Next, ask them to remember the sounds of that experience, or how they sounded when they were feeling good. Next, ask them to describe what they feel when they feel good. As soon as they "show" the good feeling in their experience, establish the + anchor: that is, gently press on one knee (let's say the left) and say in a cheerful way, "That's a nice feeling," or "That feels good" or... Be creative but not incongruent. (At my training seminars, I have observed people saying, "That's a nice feeling, isn't it" while frowning and talking with a voice that would make an optimist sad.) After you have established the + anchor, repeat the procedure to establish the - anchor; i.e., "Now, Mr. Smith, you told me you have been feeling depressed." Observe his facial expression, and, if it changes to one of sadness or depression, gently touch his other knee. If the facial expression doesn't change, use systems again: "How do you see yourself when you are depressed?" (Remember we are assuming a visual person for this example.) As soon as you observe the facial change, install the anchor.

TESTING At this point, in all probability, you will have established a + and a anchor. You now want to test your work. This is either a simple procedure or a very easy one depending on your attitude: Touch the + anchor (left knee in our example) and, with a cheerful voice and face, say something like, "I'll bet you like this feeling better don't you?" Watch carefully to make sure that their general expression and demeanor matches the + anchor. If so, let go of the + anchor; touch the - anchor and say something like, "It's much better than the depressed feeling, isn't it?" (Be congruent; use a sad tone and facial expression.) Check to see that their expression, etc. matches the - anchor. If so, you have a take. (If not, go back and reinstall the + and - anchors, taking time to get the response you want.) After testing the - anchor, it is always a good choice to retire (retry?) the + anchor; i.e., "Bet you really like this good feeling better," while touching the + anchor.

The touch on the left leg has become a hypnotic cue that helps the individual to respond to the "suggested" good feeling, while a touch on the right leg is a hypnotic (non-verbal) "suggestion" to respond with the "depressed" feeling. In other words forms of MHR post-hypnotic suggestions for 'triggers' of state X and Y.

While inserting and testing + and - anchors, you will see many individuals evidencing pupil dilation, altered breathing rates, flaccidity of the facial muscles and an almost trance-like state of attention. Accept your bonus with good grace! An altered state without a so-called induction.) MHR because trance is focus / attention / concentration on a narrow locus ... like taking a general, wide awareness / consciousness of lots of things happening inside your head, and outside, and concentrating it into a laser beam focused on one thing / state / idea...this opens a Bardot of opportunity...in this case the locus is the emotional/kinesthetic state e.g happy state and sad state, to the exclusion of all else...which is WHAT trance / hypnotic induction IS..directing the general / wide consciousness into a narrow laser beam and thus powerful vis a vis normal light 'waves' ... in formal / traditional hypnosis it was a flickering flame, swinging pendulum, the hypnotists eyes, or their voice, that became the focus, and concentrated the 'waves' of consciousness into a single beam, and 'induced' the state of suggestibility / focus...the mind / consciousness was FREE of all other distractions / the mental chatter silenced / a 'bardot' of opportunity opened up for the 'operator' to suggest such and such would be a good idea / implant post-hypnotic suggestions...allow person to focus muscle and mind e.g to achieve physical acts their 'limiting beliefs' and 'scatter of focus/powers' would normally preclude them from achieving, though physically possible...so 'appearing' to be super natural etc...

COLLAPSING: COMPLETED

At this point you have completed the major work for basic anchoring. You have "polarized," (that is, separated) and established two distinct states in the individual: a + anchor and a - anchor. Next is Anchors Away, which enables the individual to substantially reduce his painful response—in our example, the feelings of depression when alone. Anchors Away is accomplished by simply pressing on the + (left knee) anchor and - (right knee) anchor simultaneously, and holding both until the individual "neutrals" out. "Neutrals" out simply means that, when you first touch both anchors, the individual will look confused, often spaced-out, with either staring or darting eyes. After a few seconds, the confused, spaced-out look will disappear and the individual will look...well...neutral. Next, you test your work by touching the - anchor and waiting. If the individual remains neutral—that is, does not go back to the "depressed" state when you touch the anchor—you have then accomplished your basic anchor away or anchor collapse. If the individual collapses back into the - anchor, reinstall a new + anchor and repeat until the - anchor fails to elicit any negative response. My experience, both personally and by having observed several hundred people at my training seminars, leads me to conclude that in only about 20% of the cases will you need to reinstall a second or third + anchor in order to collapse the - anchor.

COLLAPSING: SUBTLETIES

Before we move onto the next step of anchors away, I would like to offer some subtleties for you to be aware of. If the individual's negative state—e.g., depression—is extreme, you may need to establish a somewhat equally powerful + anchor—that is, a powerful + experience—or two, or three + anchors; or you may need to collapse and reinstall a new + anchor, recollapse both anchors, and repeat that procedure until the anchor is neutralized. Next, please be aware that not all people will respond in the same way. Some people will respond with full facial and body expression, while others may only clench their jaw or smile slightly. It doesn't matter as long as you can see the change. Some individuals smile immediately when their + anchor is touched, while others may take 10 to 15 seconds to respond. Always give the individual time to respond and watch for their way of responding, not your version of how they should respond. You may find the following examples helpful.

At another seminar, a woman told me she couldn't get her subject to respond to a + anchor, but only a - anchor, and that the subject insisted he couldn't get a good feeling. I happened to know that he had just completed a divorce and, according to him, had lost everything. I walked over and said, "John, how would you like to find out that you just came into \$250,000 after taxes?" He looked up, smiled and said, "Would I!?" At that point, I squeezed his arm and said cheerfully, "I knew you could remember how to feel good." I asked the woman to complete the exercise and it went without a hitch. In short, be creative. Treat each person as an

individual. If you don't get the desired outcome the first time, use a different approach.

Last, but not least, always test the - anchor after you have pressed both to make sure it is collapsed, and only then ask the subject to think about what was making him/her "depressed" and to tell you what is different. The general responses will be: "It seems different" or "It's farther away," or "It seems less important," etc. The reason for not asking until the last is that there are times when the individual is so far behind their unconscious process, that they don't realize the change until you have tested and "shown" them.

BUILDING A NEW RESPONSE to the old trigger/s

We need to offer the person new response sets / states to be triggered by the real world (or imagined?) stimuli...the situations etc that previously triggered the phobic response, the despair, the fear, the self-sabotaging thoughts, the disempowering feelings / emotions, the incapacitating fear/anger/aversion...and/or the physical symptoms associated with that triggered state e.g stress/frustration/irritation/ anger producing muscle tension, high blood pressure, increased rate of breathing etc and then migraine / back spasms etc

Direct person to recall / imagine a time / condition / situation where they felt great, powerful, calm, alert, e.g some victory / success they experienced. When they've 'entered into it' i.e observe for signs you'd associate with such a positive experience i.e physical and mental state e.g change in posture, facial gestures, breathing, and tone of voice, 'anchor' that state with an appropriate touch, so that re-touching them in this way will 'trigger' this vivid state they are currently experiencing in full...'anchor' it in every representation system e.g 'Picture in your mind how you LOOKED when you had this experience', then re-touch...then 'How did your VOICE sound, and what other sounds were you hearing during this success?', and re-touch...'How did you FEEL, what emotions did you experience during this success...giving them time to 'enter into it' i.e 'recall' or 'vividly imagine' (both are imagination), observing for the indicators that they are 'in it', and then re-touch. So now you have 'anchored' these new responses to that touch. And they can be 'triggered' at any time, simply by repeating that touch, in the same place, with the same pressure, gently pressing in the same spot.

When you get more advanced you can set more subtle, unobtrusive 'anchors' such as specific tone of voice, a direct stare, a looking at one eye, or talking at one ear, 'anchors'...which have the advantage of being 'undetected' and 'covert' and 'unobtrusive' and 'sneaky', so that a very talented operator could 'anchor' any particular state they manage to lead you into e.g anger, fear, desire, TO these subtle behaviors of yours, allowing you to trigger them, simply by speaking in that way to them. They won't have any idea why they suddenly feel a

certain way....the 'anchor' was set so unobtrusively, and is being 'triggered' by nothing more than you talking to their left ear in a lower pitched, slower voice...this is the sort of power Richard Bandler and other famous 'NLP' operators, and 'mesmerizers' of the past deliberately, or intuitively, employed. Now we ALL know HOW these principles operate.

My ambition is that you decide to approach each and every one of your beliefs with the suspicion that you may have been 'tricked' into believing something, 'seduced' or 'conditioned' into accepting something as 'real' and 'true', that is in fact false, and a lie. The people who 'implanted' these 'lies' may define them as 'noble', 'in your own interests', or 'in the interests of the state', or some other imaginary entity, like their 'gods'. Some of these people have convinced themselves, or were themselves 'tricked' into believing these lies, and have no idea they are in fact lies. Others know they are lies, and employ them for their own perceived self benefit. Either they fear the consequences that the truth would have on them and theirs. Or they recognise the material benefits these lies bring them and theirs. In terms of wealth, power, status, prestige, and all the privileges these bring. Of course the original 'profession' was not prostitution, but the 'priesthood'. And of the two professions, one is honest, providing a service. The other is more like 'crypto-prostitution' i.e faking love to snare a man or woman. The priests often pretend to 'love' you, but are only using you. That said, many of the priests really believe they are helping you. They are either unaware that they are selling lies. Or they consider these lies to be 'noble'. And in any case, once you have devoted decades of your life to a priestly education and training, you are unlikely to 'come out' and admit it is all a sham. You have invested too much. How will you feed your family? Why would your wife stick around once you could no longer provide her with the life she had, as a wife or concubine of a priest, grown accustomed to. After all, in EVERY religion, the priest class was the highest class, even above the royals. Doesn't the Bible explicitly direct 'Jews' to 'Give the best of the best to the Levites'?

The current Jew World Order learned all they tricks in Babylon, where they wrote their 'Talmud', which includes explicit instructions on gaining total domination by 'lending to the nations, and never borrowing', and describes all non-Jews as mere cattle, that can be raped, deceived, enslaved, or killed, by the Jews, as they see fit, without any need to feel guilt or shame. For it is 'good' to do these things, as long as you don't get caught, at least not until the 'Jew World Order' is finally accomplished, and these things can all be done openly, with zero fear of retaliation from the victims. Almost the state we have today. It is very close, their 'jew world order'.

After pressing the anchor for the kinesthetic response, the visual response, and/or the auditory response, I proceed as follows: "Now, I want you to see yourself alone, but this time I want you to experience a change in the way you feel [here I

press the + anchor] and see yourself looking good as you feel a certain strong feeling." (Still holding the + anchor) "Now, let's take another situation where you are alone and again notice a growing feeling of strength" (again holding the + anchor). "Next, I want you to see yourself [holding + anchor] in one of those alone situations, but see yourself looking comfortable and feeling comfortable and nod your head when you have accomplished that." Lastly, stop pressing the + anchor and ask the subject to think about one of those situations that "in the past" caused those "old" feelings, and to see what happens now. I observe to "see" that they remain calm and comfortable. If so, it's time to call it a day. If not, I go and find another positive experience, preferably one that matches the problem situation: e.g., "Can you remember a time you were working on a project alone, and you felt relieved no one was disturbing you?" I repeat the last described anchor experience until the individual evidences comfort while "seeing" the problem area.

Words, visual stimuli, kinesthetic experience, olfactory and gustatory experience are all potential anchors.

Many individuals will automatically enter into a trance state, with zero formal hypnosis, as you utilize anchoring. MHR many of the great therapists of past and present were employing such altered states, inducing them intuitively, or unwittingly, in their clients, who reaped the rewards. The therapist gained a reputation for being 'talented', without really knowing what that talent was.

CASE STUDIES clearly explaining the method

After she had seated herself in my office, I asked her to tell me about her problem. She immediately looked up to her right (visual). At this point (I could not tell if she was making future or constructive pictures, or if she was left-handed or cross-brained and, therefore, having past visual recall), her hands grasped the arms of the chair, tightened, and she held her breath. Then, in a tight voice, she said, "I am terrified of flying, and I don't think anything can help." At this point, I knew the source of her response: she, upon thinking, speaking or hearing about flying (which would be the trigger) made visual images and responded to those "pictures" with physical feelings and emotions that matched her pictures. While she continued looking up right and stayed tight, I reached over and squeezed her left wrist and said, "That's a bad feeling, isn't it?" (Installing the - anchor.) She nodded. I then asked her who her favorite grade school teacher was. This was done to both break her pattern and to discover where she would look for past recall. Her eyes went up left and she relaxed substantially. I now knew that her "phobia" response was from constructing future pictures, probably of a plane crashing, and then responding kinesthetically. After several minutes of making disjointed small talk, jumping from one subject to another (to continue interrupting her pattern and keep her away from her

"phobic response"), I asked her what she really liked to do, and did well. She looked up left, smiled, looked down left (auditory), smiled, her face and body relaxed, and she said, "Golf. I really love golf!" I asked her what about golf sounded best (remember her auditory eye movement). She said the crisp sound of a well-hit ball; with that, she smiled and her whole body relaxed. I touched her left knee (installing + anchor) and said, "That's a feeling you really enjoy." Next, I asked her to remember a time she played an outstanding round of golf or made a really great shot. (Eyes up left (V) down left (A) and to a big smile while I pressed her left knee again and her left forearm, installing a second + anchor.)

At this juncture, we have accomplished the following: Discovered the internal source of her problem; her - anchor; her system for pleasant memories; installed the - anchor and two + anchors. All of this was accomplished within 15 minutes from the time she first sat down. Next came testing the work. I reached over, squeezed her left wrist and said, "Your fear of flying really concerns you, doesn't it?" Immediately her eyes went up right, body tight, etc. Before she could say anything, I let go of her wrist, touched her left knee and said, "But you also know how to feel good." She relaxed, eyes flickered briefly up left, down left, and then she looked at me, smiled, and made some comment on how fast her feelings changed. I repeated the test again, mainly to "show" her, on a non-verbal, unconscious level, how much control she really had over her feelings. My next step was to touch her left knee and squeeze her left wrist at the same time, thereby collapsing the anchors. After she "neutralized," I asked her to think about flying. She looked straight ahead (indicating an unconscious change or restructure), evidenced some tension, and said, "It still upsets me, but it's not nearly so bad."

When an individual presents him/herself at your office, I believe that they are saying in effect: "My belief system is preventing me from exercising new choices." If their belief system was effective in the problem area, they would have solved the problem and would not need you. If you accept their belief system as being true in reality, then you not only have been hypnotized by them, you also run the risk of perpetuating and becoming part of that problem. Therefore, your first task is to help them expand and/or challenge the belief system that is keeping them stuck. Next, you must consider that a form of self-hypnosis is keeping their belief system going. That individual is somehow hallucinating to stay stuck; for example: "not seeing" times they have been "liked" while finding evidence they are disliked— which in traditional hypnotist circles would be recognized as positive and negative hallucinations. When you

argue with a person who is "seeing" or "not seeing" an hypnotic hallucination, they entrench and become more "positive" of what they "see" or "don't see." So, whether you use hypnosis formally or not, I believe you must be aware of the hypnotic factor involved in maintaining the individual's painful state. You either use this awareness, or end up being a hypnotic subject yourself.

REVIEW: representation SYSTEMS I further contend that a person who is functioning well, either in all areas or some area, is utilizing all systems (V—K—A) in a synergistic manner, while the more that individual relies on one system to the exclusion of one or more of the other systems, the less choice they have available, and the more stuck and in pain they become. Within every system is stored experiences, knowledge and the skills that can lead to new choices, behaviors and responses. If a person "sees" himself failing, you may help them to remember a time they "felt" successful, and that feeling may help them build a picture of being successful. The new picture will itself lead to a challenge of the old belief system. If an individual has always been "told" they shouldn't speak up, you can help them recall visually times they saw people speak up; that visual memory can help them change their belief that they shouldn't speak up. It is therefore incumbent upon the therapist to help the individual expand and balance his systems. Where therapists continue to use the same system as the individual, and accept the individual's belief system, then the client/patient is doing an exquisite job of causing the therapist to "see" or "hear" or "feel" the same way the patient does. Of course, we must keep in mind there's no such thing as hypnosis. By recognizing the individual's limited use of systems and their self-defeating belief systems, the therapist immediately becomes equipped with a multitude of choices as to how to proceed to help the individual.

If someone is lost in the wilderness, it is foolish to build a base station and wait for them to find you. You have to go where they are and lead them out. To sum up the point, we could say that the individual has been hypnotized into believing that certain things are a certain way and will always be that way. Through circumstances, the individual, in his problem area at least, begins to develop reliance on a particular system—whether kinesthetic, visual or auditory—for attempting to deal with the problem. Through these processes, the person begins to "distort" reality, and by so doing, they continue to "see," "hear" and "feel" the same thing over and over. In effect, they keep themselves in a hypnotic state during which their belief system takes precedence over so-called "consensual" reality. I believe that if you use the same mechanism that produces the problem—hypnosis—you can help them to quickly break patterns, develop new skills and respond with new choices. If a person already is skilled at using a hammer, help them to use the hammer differently while showing them how to use a screwdriver. Don't demand they fly a plane instead. (You will have to think about that.)

REVIEW: PATTERN INTERRUPTION I would like you to consider that human beings are energy conserving (some would say lazy). We build machines to do our work, and then machines to run our machines, and then use computers to supervise. This is said to point out that people naturally streamline their behavior into patterns: patterns that are repetitive and energy conserving. Where these patterns are effective and lead to successful outcomes, we have a good system. However, where an individual continues to repeat painful patterns—e.g., becomes "depressed" every weekend, or when they are alone, etc.—it then becomes an "absolute must" to interrupt those (painful) patterns and help them to develop more effective patterns of response. As we pointed out earlier, where a pattern is interrupted, an individual will often go into a hypnotic state. This gives you a golden opportunity to help them to install a new and more efficacious response. Since we all have long and successful histories of learning, unlearning and changing patterns, it is already built into the system to change patterns. However, no human being develops a pattern unless, at some point in their history, that pattern "seemed" necessary. That is not to say it was necessary, only that it seemed so. Therefore, part of the individual's belief system is that the pattern is needed. Helping them to break patterns also may help them to challenge belief systems without ever discussing belief systems. I've said it before, and I want to say it again: "Therapy, any therapy, succeeds where, by hook or by crook, on purpose or by accident, the therapist has helped the individual to break a pattern and substitute a new pattern in its place." After working with hundreds of individuals in my clinical practice and giving dozens of training seminars, I have become convinced of the following: People respond in their problem areas (and, perhaps, in their successful areas) as an hypnotic subject would to so-called post-hypnotic suggestion. They will tell you that, "Every time s/he looks or talks or... that way, I get depressed or angry or [fill in]," or "Every time I think of...I become..." If you compare these phenomena and the individual's consistency of response with the literature on post-hypnotic suggestion, I believe that you, too, will be struck by the similarity. If you accept this thesis, then it stands to reason that hypnotic techniques are the antidote to hypnotically produced and continued problems and limitations.

REVIEW: ANCHORING

Consider anchoring as a different way of producing post-hypnotic suggestions. Or, you may want to consider post-hypnotic suggestion as a different way of producing anchors. I will leave that up to you. Either way, you can have a powerful understanding of what produces and continues limitations and problems. In my office, I have imitated a tone of voice or a facial expression that a person says upsets them; I have observed them cry, get angry and, in one case, attempt to "punch me out." It was as if they were "automatons," responding without choice or awareness. Helping them to "**collapse**" (**MHR de-activate / de-potentiate / neutralize / de-fuse**) those anchors helped them to have choices.

Since I believe that no one wants to suffer, helping them to have choice leads them to find more satisfying and pleasurable ways of dealing with the world. If you are not aware of anchors (post-hypnotic suggestions), you run the risk of reinforcing them and triggering them. That's OK if you have a reason and a goal and intend to break the pattern and collapse the painful response. Since, with hypnotic techniques such as anchoring, you can cause an individual to respond to a pencil with anxiety or to a facial expression with happiness, it would seem very important for you to stop trying to make sense out of nonsense. **If logic and left-hemispheric thought could have resolved the problems, the problems would have been resolved. Instead, if you will consider all presenting problems as some form of anchor or anchors produced by a form of hypnosis, your tasks will be simplified.** All you will need to do is develop the techniques to help the person respond in more useful ways. This will be accomplished by **recognizing (not analyzing) their belief system; which system (V—K— A) they need to develop; how to break the pattern; and what anchors (post-hypnotic suggestion) you need to neutralize; and what new patterns you need to install and reinforce.**

I do not believe that any book, even (or perhaps moreso) this one, can replace getting in there and trying new things. So many of us are afraid that we might make a mistake, or our patient/client might not like us. In truth, we're not getting paid to be liked, and our clients don't know what is going to work and what is not. I invite you, no I implore you, to attempt what you have read and more. Each day do something unexpected in your practice (and your life); change chairs, change clothes, change!! Use a new technique. You will probably become more effective. I know it will keep you challenged, excited and.

symbols and cues and triggers and anchors are powerful things.

a powerful mechanism for real change. Real Change. The scientific research is there. Change at the level of the limbic system. (See, for example, The Psychobiology of Mind-Body Healing: New Concepts of Therapeutic Hypnosis by Ernest L. Rossi, Ph.D., W.W. Norton Co., Inc., New York, 1986.) Steve's methods work. Just by "telling stories

Dr. Heller 'The Wizard', was a lecturer and "trainer of the trainers," in the Ericksonian method, as well as his own method, Unconscious Restructuring® which he once used as the sole anesthesia during a mastectomy. The patient was free of pain during the procedure, and required no postoperative medication. She was discharged 36 hours post surgery. Dr. Heller got a Ph.D. in clinical psychology, his main area of study being hypnosis. He went on to practise clinical hypnosis since 1969. He died in 1997 aged 57. He made the "magic" behind Ericksonian techniques and Neuro-Linguistic Programming accessible to anyone willing to learn. He, like me, was always frustrated with 'teachers' who

explained some things in great detail, but then appeared to totally miss, skip, gloss over, the actual METHOD ...and left feeling either stupid, or that he'd missed something...but that something, an explanation, a clear cut step by step procedure, was never there. I always had the same experience watching or reading books by Erickson, or their derivatives, such as Bandler. Like me, Heller was a frustrated student, which lead him, like it lead me, to seeking ways to actually explain, step by step, in a way that anyone could replicate, reproduce, and integrate into their own behavior / practice. Real understanding. Concrete steps. Nothing 'glossed over'. Most 'teachers' seem to assume that what they have expressed contains the contents of their mind. As if we can 'read their mind', what they 'intended to say', in what they wrote. But they didn't. They missed too many steps that for them were 'self-evident' or 'intuitive'. Things that came natural to them never seemed to need explicit communication. So they never realised what they had only thought, and had failed to communicate. All the stuff they found implicit in their descriptions, but was never made explicit. As any good teaching materials MUST do, to be useful to ANY reader, and not just the ones who happen to be just like the writer / teacher, and already 'get' things, and 'get' what is 'implicit' to THEM...but NOT to most readers / students...we have to always TEST what we have written with a range of people...and encourage them to admit what they don't 'grok'...rather than, like most students in classrooms, pretend they 'got' it, for fear of looking stupid, compared to everyone else, who CLEARLY did grok it (most of whom were acting in the same way, assuming everyone else, who was pretending, actually got it, and not wanting to appear stupid, pretended also...a typical case of 'collective ignorance' as described in my T vol I.

Heller admitted to readers of his great book that he found 'doing' what he does much easier than 'explaining' 'how' he does it. I believe him when he described the process as a terrible ordeal of 'blood, sweat, and tears', even with the help of his co-writer, Ms. Steele. I myself have done everything I have ever done without the help, even encouragement, of a single person. Heller explains the things he explains better than any other NLP writer I have read. And that is a whole lotta NLP writers. Half of his book seems to be taken from my own 'TROONATNOOR vol I and vol II. He makes Ericksonian therapy, and the use of 'anchors' comprehensible, in ways Bandler never did. So he gets a special mention. Of course Bandler's huge contribution is his 'quick phobia cures' and 'swish' methods. Once you learn the source of most of NLP, you can become a little irritated at Bandler and Grinder's 'acquisition' of it for themselves, like L Ron Hubbard, dressing up existing methods and concepts in new NLP terminology, seems to me like stealing credit for other people's work. But Bandler is, after all, Jewish! A magician perhaps with direct descendancy from the original practitioners of all this 'magic', the Babylonian Jews, who stole THEIR magic from the Babylonians themselves.

Heller admits, in his 'Ramblings' Ch. XVIII, just how frustrating trying to explain his methods was. Most other writers became too impatient, and just had transcripts of their lectures printed, or videos of training seminars made. They didn't 'hunker down' and do the 'hard yards' like Heller. It became clear the moment I began reading his book 'Monsters and Magical Sticks-There's No Such Thing as Hypnosis'. He didn't 'cop out' like Bandler. He did his best to recollect exactly WHAT he did, and HOW...as far as he could...paying attention to the details, and then explicitly documenting / describing them for us. So that the most easily frustrated / irritated / impatient students like myself, who would never 'pretend' to understand for fear of looking stupid, compared to everyone else who was pretending, and maybe passed, where I got High Distinctions, could 'grok' what he had done, did, and comprehend how it works, and why, so that we could emulate the method in our own ways...I was so sad to read he had left us. But he left us so much the wiser. Thankyou Dr Heller! He could have done the lazy thing like Bandler and others, and gave a half assed attempt to explain 'anchoring' etc...and kept most of his real secrets for himself...to bask in the aura of 'Wizardry' and 'magic', when most people, those for whom the process was not intuitive, consciously or non-consciously, could not replicate his results...attributing it to some 'talent' in the 'master NLP practitioner-magician...rather than the FAILURE on the part of Bandler et al to do the hard, laborious, painstaking, work of working out how to explain what they did..by first recollecting / observing what they did...then working out how to explain it...make it easy for others to understand and use themselves...which is ironic, given he was first a 'modeller'.

The biological basis of trance / hypnotic suggestion vis a vis MHR the brain as a computer...blood Vs electricity ... brain centers vis a vis computer chip circuits

Dr. Hart explains hypnotic phenomena thus: If the brain or any part of it be deprived of the circulation of blood through it, or be rendered partially bloodless, or if it be excessively congested and overloaded with blood, or if it be subjected to local pressure, the part of the brain so acted upon ceases to be capable of exercising its functions.

If we press upon the carotid arteries which pass up through the neck to form the arterial circle of Willis, at the base of the brain, within the skull--of which I have already spoken, and which supplies the brain with blood--we quickly, as every one knows, produce insensibility. Thought is abolished, consciousness lost. And if we continue the pressure, all those automatic actions of the body, such as the beating of the heart, the breathing motions of the lungs, which maintain life and are controlled by the lower brain centers of ganglia, are quickly stopped and death ensues.

"We know by observation in cases where portions of the skull have been removed, either in men or in animals, that during natural sleep the upper part of the brain--its convoluted surface, which in health and in the waking state is faintly pink, like a blushing cheek, from the color of the blood circulating through the network of capillary

arteries--becomes white and almost bloodless. It is in these upper convolutions of the brain, as we also know, that the will and the directing power are resident; so that in sleep the will is abolished and consciousness fades gradually away, as the blood is pressed out by the contraction of the

arteries. So, also, the consciousness and the directing will may be abolished by altering the quality of the blood passing through the convolutions of the brain. We may introduce a volatile substance, such as chloroform, and its first effect will be to abolish consciousness and induce profound slumber and a blessed insensibility to pain. The like effects will follow more slowly upon the absorption of a drug, such as opium; or we may induce hallucinations by introducing into the blood other toxic substances, such as Indian hemp or stramonium. We are not conscious of the mechanism producing the arterial contraction and the bloodlessness of those convolutions related to natural sleep. But we are not altogether without control over them. We can, we know, help to compose ourselves to sleep, as we say in ordinary language. We retire into a darkened room, we relieve ourselves from the stimulus of the special senses, we free ourselves from the influence of noises, of strong light, of powerful colors, or of tactile impressions. We lie down and endeavor to soothe brain activity by driving away disturbing thoughts, or, as people sometimes say, 'try to think of nothing.' And, happily, we generally succeed more or less well. Some people possess an even more marked control over this mechanism of sleep. I can generally succeed in putting myself to sleep at any hour of the day, either in the library chair or in the brougham. This is, so to speak, a process of self-hypnotization, and I have often practiced it when going from house to house, when in the midst of a busy practice, and I sometimes have amused my friends and family by exercising this faculty, which I do not think it very difficult to acquire. (We also know that many persons can wake at a fixed hour in the morning by setting their minds upon it just before going to sleep.) Now, there is something here which deserves a little further examination, but which it would take too much time to develop fully at present. Most people know something of what is meant by reflex action. The nerves which pass from the various organs to the brain convey with great rapidity messages to its various parts, which are answered by reflected waves of impulse. If the soles of the feet be tickled, contraction of the toes, or involuntary laughter, will be excited, or perhaps only a shuddering and skin contraction, known as goose-skin. The irritation of the nerve-end in the skin has carried a message to the involuntary or voluntary ganglia of the brain which has responded by reflecting back again nerve impulses which have contracted the muscles of the feet or skin muscles, or have given rise to associated ideas and explosion of laughter. In the same way, if during sleep heat be applied to the soles of the feet, dreams of walking over hot surfaces--Vesuvius or Fusi-yama, or still hotter places--may be produced, or dreams of adventure on frozen surfaces or in arctic regions may be created by applying ice to

the feet of the sleeper. "Here, then, it is seen that we have a mechanism in the body, known to physiologists as the ideo-motor, or sensory motor system of nerves, which can produce, without the consciousness of the individual and automatically, a series of muscular contractions. And remember that the coats of the arteries are muscular and contractile under the influence of external stimuli, acting without the help of the consciousness, or when the consciousness is in abeyance. I will give another example of this, which completes the chain of phenomena in the natural brain and the natural body I wish to bring under notice in explanation of the true as distinguished from the false, or falsely interpreted, phenomena of hypnotism, mesmerism and electro-biology. I will take the excellent illustration quoted by Dr. B. W. Carpenter in his old-time, but valuable, book on 'The Physiology of the Brain.' When a hungry man sees food, or when, let us say, a hungry boy looks into a cookshop, he becomes aware of a watering of the mouth and a gnawing sensation at the stomach. What does this mean? It means that the mental impression made upon him by the welcome and appetizing spectacle has caused a secretion of saliva and of gastric juice; that is to say, the brain has, through the ideo-motor set of nerves, sent a message which has dilated the vessels around the salivary and gastric glands, increased the flow of blood through them and quickened their secretion. Here we have, then, a purely subjective mental activity acting through a mechanism of which the boy is quite ignorant, and which he is unable to control, and producing that action on the vessels of dilation or contraction which, as we have seen, is the essential condition of brain activity and the evolution of thought, and is related to the quickening or the abolition of consciousness, and to the activity or abeyance of function in the will centers and upper convolutions of the brain, as in its other centers of localization.

So we see how ideas arising in the mind of the subject are sufficient to influence the circulation in the brain of the person operated on, and such variations of the blood supply of the brain as are adequate to produce sleep in the natural state, or artificial slumber, either by total deprivation or by excessive increase or local aberration in the quantity or quality of blood. In a like manner it is possible to produce coma and prolonged insensibility by pressure of the thumbs on the carotid; or hallucination, dreams and visions by drugs, or by external stimulation of the nerves. Here again the consciousness may be only partially affected, and the person in whom sleep, coma or hallucination is produced, whether by physical means or by the influence of suggestion, may remain subject to the will of others and incapable of exercising his own volition."

Blushing and turning pale are known to be due to the opening and closing of the blood-vessels. We may say that the subject is induced by some means to shut the blood out of certain portions of the brain, and keep it out until he is told to let it in again.

Consider how quickly a person can blush, or turn deathly pale, at the mere thought, suggestion, idea of something, even while reading a book, watching a movie, or listening to someone describing something. This is produced by dilation or constriction of the blood vessels to the head and face. Exactly as the Dr describes in relation to the brain. This makes it easy to imagine how blood flow to specific parts of the brain can be increased, or decreased, by mere suggestion, but mere imagination, by thinking something, hearing something, seeing something... in specific, the areas of the brain responsible for conscious volition, and the blocking / repressing of subconscious desires / fears / impulses MHR...where limiting beliefs reside...thus short-circuiting the 'false friends' we have learned...the bad habits ... the internal voices that prevent therapeutic change...the 'you can'ts and you shouldn'ts and you mustn'ts...etc... MHR use this together with the computer analogy...like bypassing different circuits by reducing / increasing/ eliminating power to them...basically how ALL computation occurs i.e power on, power off, blood in, no blood in, as the blood contains the 'power', the oxygen and calories...the equivalent of electricity circulating through a set of computer chips, blood circulating, or not, through the brain...turning different circuits on and off...just as in a computer...0 no electricity, 1, electricity, 0 no blood, 1 blood ...constricting and dilating is like on/off switches minituraised into todays micro-chip circuits...but which originally were huge vacuum tube circuits taking up entire floors of buildings...

Zen is about 'interrupting' the circuits habitual patterns of firing...to open a 'Bardot' of opportunity for introducing new firing patterns...new circuits...new habits of thought / behavior / emotions...

Diverting blood flows through the brain may facilitate accessing brain functions rarely exercised / employed...it may increase flow to just the right places, while inhibiting flow to just the right places e.g the limiting / rational / conditioned mind Vs the intuitive / 'lizard' brain etc...freeing capacities not usually accessible, due to the inhibition of other brain functions / restriction of available blood flows...this may account for the heightening of one sense when another has been diminished e.g blind

people hear better, or stoned person's sense of taste, smell, sexual response etc...sensitive to impressions otherwise overwhelmed by other impressions, or simply the mental chatter / worries etc of the conscious mind...e.g E.S.P, telekinesis, mind reading, etc... often it takes time for an impression to reach our conscious mind e.g we see something, while concentrating on something else, then when I mind is free, we suddenly realise we saw something...

unconscious facial expressions can often be 'read' by people in trance i.e become very sensitive to impressions we usually overlook / are not aware of / do not perceive. Persons in hypnotic trance appear to be expert muscle readers. One 'mind reading trick' is to hold a word in your mind, then go through the alphabet, stopping at the letter that word starts with...you will unconsciously give some 'cue' e.g muscle contraction in your hand, or face.

MHR if the world is an illusion we construct, then it makes sense we would need at least 2 distinct forms of consciousness, the conscious, rational part to play along with the rules of the game, to solve 'problems' i.e to become engaged, curious, playful, striving...and the subjective part open to suggestion, i.e the suggestion of 'TROONATNOOR' i.e all the things we experienced must be 'suggested' and suggestable...so that our conscious / rational mind has impressions to play with / work with / construct reality from...at least two levels...one for constructing the illusion of reality, and another for interacting with it, as if it is real, and limited...i.e to produce the 'limits' within which the game becomes possible / interesting / fun / challenging / engaging...so we are both constructing our reality, then denying this i.e a 'wall' between the two operations..to prevent transparency...realisation it is all a dream, all illusion...lucid dreaming is an exception where we start consciously constructing our dream world...maybe this is why it is so irregular, so hard to achieve and maintain...it challenges the transparency / wall ... risks bringing the whole illusion down...but why do we need determinism? Why not live in lucid dreamscapes? Has someone trapped us in one of theirs? What is lucid dreaming, if we cannot chose it at will, every night? Some sort of breakdown in the control grid that keeps us running around like rats in some experiment, killing, slaving, sweating, toiling, suffering...when it could all be just like in a lucid dream...where we could 'be cause'...and produce any experience we wanted, at no cost...???

MHR in trance the 'clairvoyant' is suggestible i.e if you ask a question, she will act as if answering it...'is that George?', yes, hello dear...etc...i.e wants to please, as that was the basis of the entire interaction from the start...she knows what expected / desired of her, and gives it...re: spiritualism / channeling the spirits / dead... If we regard mediums as persons who have the power of hypnotizing themselves and then of doing what we know persons who have been hypnotized by others sometimes do, we have an explanation that covers the whole case perfectly.

<http://www.gutenberg.org>

Vittoz methods: basically Zen practice i.e bring self into here / now, by focusing on some routine thing in detail...focus attention on it...own body...sensations...that usually fail to attend to...sort of biofeedback training, sensitivity training...Sight

Your eyes receive waves. Let the waves simply penetrate your consciousness. Instead of focusing your gaze and moving from one point to another, embrace the totality of an object, with all its nuances and colors. Then close your eyes.

Visualize the image in your mind, but without thinking about it. Recall just the image, the visual impression it made on your retina. Then start again.

Look at a detail, a fragment of the object. Then close your eyes and visualize it, this time making it grow larger and larger, as if you were looking at it through a magnifying glass.

Practice developing instantaneous and total perception of images, in all their detail, like a still camera as it snaps a picture instead of like a video camera which pans across the scene, centering on one point after another.

Hearing

Clink a glass (crystal if possible) or ring a chime or a bell. Instead of listening with your thoughts, let the sound waves pass through your body without stopping them. Vibrate in unison with the sound.

Perceive the sound as it continues, until it becomes almost imperceptible.

Listen to other sounds, like the ticking of a clock or the regular purring of a motor. Try to perceive all the nuances of sound, without anticipating them (as if you were hearing them for the first time).

Instead of tensing up and feeling your muscles quiver whenever an unpleasant or sudden sound reaches your eardrums, accept it. Welcome it, as you perceive each vibration. Suppress all inner dialogue as you listen to the sounds around you.

Touch

Find someone to assist you, and ask them to place an object in your right hand, while you keep your eyes closed. Keep them closed throughout the exercise, in order to concentrate on your sense of touch.

Perceive the whole range of sensations you experience through touching: first, hot or cold, hard or soft, moist or dry; then the texture of the material - smooth, rough, soft, etc. Don't try to attach words to what you feel. Don't try to determine what the object is.

- Next, do the same exercise using your left hand.

- Become aware of everything you touch and everything that touches you while sitting on your couch: all the points of contact between your body and the chair, the texture of the materials touching you, all the objects (jewelry, glasses etc.) or articles of clothing that you're wearing.

- Next, become aware of your own body. Concentrate on perceiving your body from head to foot. Feel the vibrations, the pulsing in each part of your body, radiating from the surface of your skin.

Taste

You may have heard the story about the two writers who were able to procure a can of sardines for themselves during the second world war, an occurrence which was extremely rare at the time. They opened it, began feasting on the fish, and started talking excitedly.

Suddenly, one of them cried, "My God! I swallowed without tasting it!" Caught up in the discussion, he had swallowed his portion without even feeling what he was doing.

This is exactly what you should not do.

Take some food that is salty or sweet, bitter or acidic, and savor it without trying to transform your sensations into words.

Smell

Do the same thing with various perfumes, or foods that give off a strong odor.

Control of movement and perceptions

- Instead of thinking about something else while brushing your teeth, feel the effect of the bristles as they brush over your gums and teeth.
- When you take a shower, concentrate on the water pouring down, on its temperature, how the droplets feel as they hit your skin, the sensation of soap sliding over your body. and so on.
- When you open a door, feel the cold metal of the doorknob, the resistance of the spring or hinges, the way the lock clicks open and shut, the way the handle turns the lock, and so on.
- When you shake someone's hand, feel the contact - is the grasp firm or gentle, the skin dry or moist, rough or smooth, warm or cold? Feel the energy flowing from hand to hand, be aware of the duration of the handshake, the rapidity or slowness with which your hands separate...
- When you drive your car, be aware of all your movements: how you hold the wheel, how you shift gears, how you sit in your seat... You will quickly become aware of any useless tension in your body. The aim of Dr. Vittoz's method is economy and simplicity of movement - both of which help you conserve your energy.
- As you eat, feel the weight of the food on your fork, the muscles you bring into play to carry the food to your mouth, the movement of your jaws, the consistency of the food you're eating...
- When you engage in some sport, like tennis for example, feel the movements of your body, the contact of the racket as it hits the ball, the way it vibrates, and so on.

- When you apply the **Vittoz** method as you are making love, you will experience a reawakening of your sensitivity, which has been weakened by habit and by being too “emissive.” Each caress, each gesture, each movement is an occasion for conscious feeling. Even your emotions - the love you feel for the other person, the love s/he feels for you, your pleasure and the intensity of your orgasm, can be heightened by being conscious and relaxed. Many people claim to have been cured of frigidity or impotence by practicing the Vittoz method.

- Every one of your daily actions can be an occasion to practice the Vittoz method of conscious movement: opening a letter, picking up a telephone, talking, holding a pen, washing something, cooking, cleaning, doing repairs, or even reading.

One exercise merits special attention. Although it is very complex, you can do it frequently. The exercise we’re talking about is conscious walking.

Conscious walking: Start the exercise by concentrating on your right foot, the way it touches the ground, the sensation you feel as it supports your weight. Then do the same with your left foot. Become aware of your ankles, your knees, your thighs, your hips, the way your spine moves, the way your arms swing and balance, the way you hold your head. Feel your entire body in perfect balance and control. Feel the amazing mechanism that is your body as it moves in perfect harmony, on a simple command from your brain. As you concentrate on your walking, you will be so flooded with sensations that it will be impossible for your mind to wander. This is an extraordinary exercise for calming yourself down, regaining a sense of harmony, and getting rid of fatigue. Compare your mental state before doing the exercise, and after a few minutes of conscious walking. You will be sure to feel the difference.

Conscious breathing

Whenever you feel stressed or start thinking negative thoughts, your respiratory rhythm changes; you take shorter breaths, leaving some of the tainted air in your lungs, thus providing your body with less oxygen, which in turn makes you even more tense. As you can see, the effect is very much a vicious circle. By becoming conscious of your breathing, you can control your respiration and free yourself from this harmful cycle, so that your lungs expand more fully and remain more flexible. Concentrate

and feel the air flowing up through your nostrils to the back of your throat, then down your trachea and into your lungs. Feel the cool fresh air entering your body and regenerating you. Synchronize your rate of respiration with the conscious walking exercise (one deep breathe - inhaling and exhaling - per step). You can also do a few minutes of conscious breathing at a predetermined rhythm. Dr. Vittoz recommends the following sequence: INHALE for 10 seconds: HOLD for 5 seconds: EXHALE for 10 seconds and start again.

Mind Lines ...Joseph O'connor

Framing refers to context e.g of the utterance ... the context determines which of the many possible meanings were intended...whether as a joke or serious...as an insult or compliment...sarcastic or genuine...most words have many denotative meanings e.g dictionary meanings, and many more connotative meanings unique to each individual i.e what train of thought / trance / memory / idea / experience / feelings they trigger in each person by association etc...

Bandler and Grinder investigated, Family Systems Therapy, Gestalt Therapy, and Ericksonian Hypnosis, General Semantics, Transformational Grammar, Cybernetics, and Cognitive Behavioral psychology, then borrowed the term 'Neuro-Linguistics' which Alfred Korzybski introduced in 1936, years after his classic work, 'Science and Sanity', in which he demonstrated how what we do "mentally" and "linguistically" activates neurological processes. We exist as 'mind-body' beings. What is thought, and verbalized, impacts the organism.

One minute prior to the NLP phobia cure, people can could make their neurology go into an absolutely freaked-out state of total panic and autonomic nervous system arousal by just thinking about something. And then, a few minutes later, they could think about the same object and remain calm and cool.

Somehow they had programmed the phobic stimulus-response...or something had...some process had...Bandler and Grinder asked them how they did it...then reversed the process, using the mechanisms they had discovered, and 'modelled' as their phobia cure.

To commune is to be one with e.g commune with nature...communion in religion is becoming one with god, via 'transubstantiation' and 'sympathetic and homeopathic magic i.e imagined union with god by the imaginary eating of his flesh and eating of his blood, on the imagined understanding that doing so, via homeopathic magic, makes us one with god...

The neurology of our body transforms information received from our nerve cells on the skin, on our retinas, our ear drums, etc, into nerve impulses and chemical "messages" that move along neuro-pathways. From there that information experiences more transformations as it activates cells and cells assemblages in the cortex, which then pass that information on to appropriate "parts," whether the central nervous system, the autonomic nervous system, the immune system, etc

"I returned and saw under the sun that the race is not to the swift, nor the battle to the strong, neither yet bread to men of understanding, nor yet favor to men of skill; but time and chance happens to them all." (Ecclesiastes 9:11)

Meta (Greek) refers to anything "above," "beyond," or "about" something else. To go meta refers to moving up to a higher level.

Without the ability to distinguish between descriptive and evaluative language, you will never become truly professional or elegant in language use. So begin here. Begin at learning the power and simplicity of see-hear- feel language (sensory-based language). It provides the magic of clarity, the magic of precision, and the magic that deframes. Deframes? Yes, it pulls apart old constructions. It pulls apart abstractions that confuse.

Without the ability to distinguish between descriptive (sensory-see-hear-feel-experiential, value-free, non-judgemental, non-evaluative, open-ended) and evaluative (abstract, judgemental, value laden, critical, evaluative, conclusions) language, you will never become truly professional or elegant in language use. Learn the power and simplicity of see-hear- feel language (sensory-based language). It provides clarity, precision, and de-frames i.e lowers level of abstraction...avoids value judgements, loaded terms etc...

Reframing transforms meanings i.e takes same sensory information, but ascribes different meaning e.g lazy Vs relaxed, malicious Vs accidental, i.e interpret the same data differently ... 'spin-doctoring'...'public relations massaging of the facts... Can chose a definition that is most productive, generative, helpful, positive, constructive...

Levels of self-fulfilling prophecy, moving up levels of abstraction i.e concrete experiences as child produce feelings of being unlovable, failure, reject, loser etc...which produce self-fulfilling outcomes e.g doesn't try, gives up, avoids etc...which produces self-fulfilling GLOBAL definition of 'there is no point trying, just accept it, adapt to it...so you frame GLOBALLY...highest level of abstraction, and thus produce despair / depression...things are NEVER going to

change, so why bother living? ... Reinforce and deepen distresses. Provide "proof" about the validity and accuracy of those limiting beliefs. Then would draw another and even higher meta-level frame of reference, "I'll never change. This is the way life is going to be. No need to get my hopes up that things will turn around. I'm just a loser and always will be."

That neuro-semantic state, as a state-about-a-state (hence a meta-state), will then multiply psychological pain and create even more of a self-fulfilling prophecy. All of this operates as a form of black magic. It sets a high level frame-of-reference typically outside of consciousness that governs perception, behavior, communication, expectation, etc. so that it actually seeks out and invites more of the same. Further, with that belief working at a meta meta-level, reframing at the first meta-level will not have much effect or any long term effect. After all, it doesn't get to the meta-frame. Suppose we offer a reframe, "It's not that you won't amount to anything, actually you can decide to become anything that you want to if you just put the past behind you." That reframe probably won't work. At least, it will have little effect because at a higher logical level, another frame engulfs it and discounts it.

MHR the higher level of abstraction belief i.e the GLOBAL or GENERALISED belief, always overrides any lower level, even concrete 'contradiction' of that globalized belief...e.g achievement / someone DOES love you / You DO succeed at something, will all be dismissed / minimized as 'the exception that defines the rule'...and overlooked / have no power to affect the Global / General...MHR similar in all imprinting / conditioning with propaganda e.g 'The Holocaust'...people 'know what they know', and no matter what facts you present, they will dismiss them as ??? because they KNOW at a higher level of abstraction that leaves no room for these 'facts' i.e simply shouts them down / ignores them...

So we have Audio, Visual, Kinesthetic representations of 'I'm a failure / unloveable' i.e concrete experiences, at the lowest level of abstraction...then the meta-level frames, then the meta-meta level frames, then the meta-meta-metal-level i.e GLOBAL i.e Highest level of abstraction frames...

Joseph O'Connor believes you can implant a HIGHER level of abstraction FRAME that encloses EVERYTHING below it

Frames (as in frames-of-reference) refer to the references (conceptual, abstract, beliefs, etc.) that we use and connect MHR relate, to things, events, words, etc

Reality begins not with the world as such, but with our thoughts about the world. Apart from our associations, nothing means anything. Apart from our thoughts, events occur. Things happen. Sight, sound, sensations, etc. stimulate our sense receptors.

Change 'frame', change the meaning i.e what it denotes, connotes, what states it triggers (it is a trigger for / anchors)...

MHR 'belief' is merely an expectation based on an ascribed / assumed 'pattern' e.g $X+Y$ produce Z ... I 'believe' something means I think it exists, that this 'pattern' or 'set of relationships' is 'real'...that given X and Y , I can expect Z ...and to produce Z , I need X and Y , combined in the relationship defined by 'addition'... all T vol I stuff...

All 'meaning' relates to pleasure, pain, and relief, so we always related any 'definition' or 'pattern' or 'thing' to whether, and to what extent, it brings pleasure, pain, or relief, and thus every 'thing' and 'situation' and 'condition' etc have another level of meaning e.g I like / love / hate / loathe / despise / want / fear / welcome it...so it 'triggers' these states e.g of antipathy or desire, rejection or approval etc...

The highest level is being aware of this relationship. The assumption / belief that an 'I' exists that can feel pleasure / pain / relief, and that these 'external objects / conditions / phenomena exist that can produce ('cause') me to feel these desired and undesired / feared sensations ... I get the 'impression' that this is so by association in the case of induction e.g fire burns from being burnt, or from induction, e.g someone with authority / I usually believe because others appear to, told me that fire burns, that burns hurt / kill... but in both cases Hume demonstrated the assumption of 'Humean uniformity' e.g that $X+Y$ ALWAYS add to give Z ...that fire always burns, and burns always hurt...

We also 'think about thoughts'...which is what I do all day...asking myself 'why do I think that?'...'do I really have justification for believing that?' ... why does X believe something I KNOW is not possibly true...why does X believe what I tell them couldn't possibly be true...the safest bet is to move from mere deduction e.g someone told me / it's in a book / movie / the government said so, to induction e.g they said X, is X possible, let's check and see..now if X had occurred, Y would be present, is it? Could it have been removed? Could someone be lying about X, given that Y is not present, and by all scientific known facts, should be? Etc...

Spin doctors always defeat truth by moving from induction e.g testing bricks in supposed gas chambers for traces of 'Prussian Blue' residue from Zyklon B, to 'this is the most documented case of genocide ever'...using a generalized, highly abstract statement, which you feel unable to counter, it being so confidently announced, that you forget that this 'spin' is just distracting you from the fact that you asked a concrete question and they evaded answering it. Why? Because once you move down the level of abstraction, from 'general claims', it becomes much easier to refute / disprove a statement. Simply by testing its concrete claims. Which is why 'Holocaust' promoters NEVER debate a person on the facts that

CAN be established, and in fact put the scientists who measured / recorded these facts in prison, and Jewish thugs beat them up.

Pre-framing is simply implanting an expectation in someone, by implanting a definition of a future object / situation in their mind e.g gypsies will steal your stuff, so watch out, or 'dogs are dangerous', or 'everyone is out to get you', or 'all non-jews want to kill jews because they are envious of their god-given superiority'... This is what propaganda does. This is how Israeli children are mind-controlled to fear and hate non-jews, to prepare them for the coming third world war in which most 'Jews' will be offered as a burnt offering to the Babylonian Jew world order...

Post-framing is taking an experience and defining it for the participants...telling them what happened, who did what, when, why, and what it means...not allowing them to induce all these themselves from their own experience and reason, but immediately imposing / imprinting an 'official' definition of reality, of that reality just 'experienced', in a way that determines the way it is encoded, that determines what beliefs and definitions the person / actors will bring away from that experience...in a way that distorts and filters the experience in particular ways...like all the mass media reports on 911, with their 'Oh no, a second plane has hit'...so that everyone ASSUMES there was a 'first plane', though there never WAS one...there is not a SINGLE image of a 'first plane' hitting anything...and the 'second plane' (missile) was simply 'doctored' to appear to be a commercial passenger jet, as long as you don't look closely...and why would you? You've had the entire experience encoded / imprinted...you KNOW you saw a first plane, a second plane, and you KNOW it was a hijacked...etc...It is very hard to compete with such ORIGINAL imprints...they tend to be the most powerful...so whoever gets to you first, as a child, usually gets to define reality for you...e.g which religion etc...

Pre-framing, framing, and post-framing all operate like post-hypnotic suggestions...any belief is really a post-hypnotic suggestion...something suggests it, while you are in an impressionable state, and from then on, you act as if it were true...and a host of emotions like denial, anger, mistrust, etc are 'triggered' when anyone challenges that 'reality', the one you are now 'comfortable' with...it takes a lot to 'shake an early impression', they even say 'First impressions are the most powerful'...it is true for meeting someone, as it is for any other belief or definition you form of 'reality'...

All of this is about 'learning'. We 'learn' something quickly, and once it is 'learned', it is very hard to 'unlearn' it. We are set up with a preference for quick learning, and 'jumping to conclusions' and 'accepting what we are told by someone we trust / an authority'. And undoing any damage our first 'teachers' do is very hard. We were all 'taught' an official version of 911. Thousands of people

have proven it to be completely unrelated to reality. Completely at odds with what is physically possible. But the original 'imprint' is the strongest. Like the chick freshly hatched, that latches onto a snake, believing it to be its mother. We are all like that chick. We assumed our parents knew, that our teachers knew, that the mass media knew, the truth, and were sharing it with us. So their lies were imprinted, almost chiseled in stone, in our minds.

Those of use who care about 'truth', whether or not any 'truth' can be said to exist, all face the challenge of how to 'de-program' people. How to 'throw out the trash' that their minds have been filled with. A challenge made harder as the people we seek to 'clear' will resent it, resist it, and hate us for trying to do it. We will be making them feel 'uncomfortable'.

Reframing is simply changing the way you think about something. Changing the way you think about something, changes the way you feel about it. And thus changing the way you think, changes the way you feel, and changes your 'subjective reality'. You now have access to far more choices than before. Your 'limiting beliefs' were preventing you from seeking out alternative options in everything to do with life. Now you are free to explore. Playfully. Like a child again. Like a puppy. Like a ZEN practitioner.

To reframe, you first need to be willing and able to 'suspend judgement' and 'suspend disbelief'. To become a Humean Skeptic, for the duration of your reframing. To behave like a ZEN practitioner, for the duration of your reframing.

Do not be alarmed that you may 'lose' something. Reframing merely offers you MORE alternatives / choices / options. It will never deprive you of any options. Unlike DOGMA, which literally deprives you of ALL other options. It limits you to just ONE single frame of reference. The one you have been 'sold', 'indoctrinated into', 'conditioned to accept', had 'imprinted on you'. Dogma is the post-hypnotic suggestion that precludes ALL OTHER OPTIONS. Dogma carries the maximum opportunity cost of all belief systems. It says JUST this, and NEVER anything else. THAT is a prison. THAT is idolatry. THAT is turning a living thing into an object, a nominalisation a 'Dogma, a thing of stone and wood. Whether it is expressed as 'THIS' and NOTHING ELSE, or the worshipping of idols of stone and wood, the state is the same. Whether it is a supposedly 'scientific' dogma, or a 'traditional' one, or pure propaganda imagined by some group, and imposed upon everyone else, the STATE is the same.

We have to apply the scientific method, which itself seems to run counter to human nature. Scientific method seems alien to most people. They do not behave scientifically automatically. They must force themselves to employ scientific method. To discipline their natural inclinations to superstition, jumping to conclusions, accepting what they are told by some convincing / persuasive

speaker, 'going along to get along' with whatever everyone else seems to believe, etc.

Most scientists, when working in fields outside of their own, let alone in their daily lives, do NOT behave scientifically. They do NOT formulate and test their hypothesis, seeking to disprove them. They behave like anyone else. They have their 'pet' beliefs, or inherited 'dogmas' that they never submit to anything like rigorous scrutiny, let alone apply the rules of scientific method to them. They find their beliefs 'compelling' for all the typical reasons. And NOT for the ones outlined in TROONANTOOR vol I. Outside their own fields of specialisation they are not more 'intelligent' and 'objective' and 'scientific' than the general public. And even in their own fields of specialisation, they need to be constantly 'peer reviewed' so that their natural tendencies are 'held in check' and 'checked'. And even then, few 'scientists' are really scientific, as I demonstrated in my TROONATNOOR vol I, and as David Hume demonstrated centuries ago.

To bypass all the resistance of existing beliefs and dogmas, the ones that say NO, I'm right, I'm not listening, I can't see you, lah lah lah ... That MUST be wrong because it is not consistent with stuff I KNOW already...hah hah...we use stories, metaphors, narratives to bypass this conscious, smug, complacent, know it all consciousness, and access the subconscious directly, speaking to it...bypassing the censorship, bypassing the framing, bypassing the dogma, to have a chance at reaching the 'child-mind' that is open to new ideas, curious, and that wants the best for us . The people who brainwashed us may have had good intentions, but they were being used by others with malicious intentions. So no matter how well intended our 'teachers' were, they were doing us harm. Limiting us. Turning the living mind into a zombie. Turning living ideas into idols of stone and wood, and which is the same thing, dogma. THAT is the true meaning of idolatry.

Power is the power to define. Once you have this power, you determine how a person thinks, feels, and acts. We need to take back this power. Otherwise our happiness, motivation, pleasure, pain, relief, will all be controlled by others. And these others tend to use that power to their own perceived benefits, rather than to improve YOUR life. That is human nature, sadly. People of course convince THEMSELVES that their lies are true, or at least noble. But look at the world around you. Then ask yourself if it the world you would chose for yourself and those people and other animals you care about.

One huge frustration is that, like the supposed 'scientists', most people apply one set of rules in one area of their lives, and totally submit to the dominant rules in others. They may be vegan, but happy to see 'Holocaust deniers' put in prison for 10 years for voicing an informed opinion, or scientific finding, that contradicts the 'official fiction'. Or they may care about animals, but not the children who

worked in the sweat shops to make their Nike's or Smart phone. They may appear VERY flexible and open minded on many subjects, but then you will hit a 'nerve' and find them totally inflexible, rigid, fixed, defiant, defensive, aggressive, about other subjects, e.g religion, politics, history.

Bandler's 'sleight of mouth' tricks are modelled on the things people do to avoid changing their states / minds / ideas / beliefs. How they deflected, denied, side-stepped transformational change. How they got themselves stuck in their rigidly defined models / maps of the world. So he took the 'problem' and turned it into the solution. It's how people maintain their fatuous, absurd, patently erroneous beliefs, despite the best efforts of philosophers and therapists who want to help them escape their current mind prisons. Not to convince them of anything. Just to open them up to seeking out, and evaluating, alternatives, choices, other ways of framing the world, other ways of defining things, other alternative worlds that we could be producing right now, if only we changed the way we thought about something. E.g The holocaust, or man-made global climate tipping point (two patent lies for anyone with the slightest scientific of minds / intentions / approaches to life. These lies / beliefs are at the heart of the Jew world order conspiracy to enslave us all. So you might want to reconsider your 'beliefs' vis a vis both of them. For starters. That will probably lead you to question other beliefs e.g 'religion' and 'peace through war' and 'peace through injustice' and 'censorships' and 'propaganda'.

Robert Dilts and Todd Epstein codified Bandler's language patterns and came up with the 17 NLP "Sleight of Mouth" patterns. These 17 formats gave one the ability to eloquently reframe anything.

In a sleight of hand move, a magician distracts those watching. He or she will do one thing that captures the attention of the audience while simultaneously doing something else. A similar thing happens with the "Sleight of Mouth patterns. We distract an auditor by leading his or her consciousness one way while making a conceptual move of some sort which in turn creates a whole new perception. Then, all of a sudden, a new belief (or frame-of-reference) comes into view, and the auditor doesn't really know where it came from, or how. I have tried reason, and any time this worked, my interlocutor accused me of 'tricking' them...they don't trust reason...it is NOT one of their main representation forms...it does not contribute / figure much in any of the sub-modalities...it does not carry the 'convincing' element that 'this FEELS right' does, i.e the way they represent 'knowledge' and 'truth' is very alien the ways a 'rational' person represents them. So we need 'tricks' like 'sleight of hand' and metaphors / stories to bypass their censors, and offer the subconscious, which is much more open minded, new options. New data. New definitions. New ways of interpreting and seeing. And being. The sub-conscious then produces new options for the person, which seem to appear 'out of the blue', but are the result of our therapeutic / philosophical

methods. But first we need to bypass the conscious, resistant, fixed, immobile, stubborn, sometimes terrified, conscious mind.

I have tried to overcome the obstacles with reason. It rarely works, as most people don't work on 'compelling argument', logic, reason, facts, scientific method...they work on 'irrational' non-arguments, specious sophistry, dogma, 'trust of authority' etc...and fear of being 'the odd one out'.

The art of 'mis-direction' is to get someone to attend to / focus on / look at / be engaged by / be distracted by / 'captivated' by, one thing, so that they don't notice the 'other' things you are doing, right in front of them, before their very eyes. So they don't actually 'see' what you've done, and by the time their attention returns to you, you have done what you needed to do, and they have no memory / knowledge of your having done it...so that to them there is a 'break' in the action, during which you did something they didn't notice...this 'break' is a blank to them...so they see X then Z, but fail to see the +Y. It is as if you went from X to Z. Once anyone pays attention to the Y, all the mystery evaporates. They see how the trick was set up. They see what it is necessary to MISS, in order for it to appear 'magical', that is, as if the magician went from state X, directly to State Y. 'Spoilers' show you what it is you 'missed', what the magician ensured you did NOT attend to...

When a card illusionist does sleight of hand movements, he or she performs one set of actions that so captivates the interest of his viewers, that they really don't see what else he does that actually changes things. Consider what happens to the attention of those watching. It gets shifted, and captivated, so that it preoccupies itself at a place where they think and anticipate the action will occur. Then, on another place, the more significant action occurs. When this happens, sleight of hand creates for the viewer an illusion, and this illusion frequently results in a shock to consciousness. "How did he do that?" "Hey, I saw her move it over there, so this can't be!"

In general life every belief is based on assumptions at lower levels of abstraction, and assumptions at the same levels of abstraction, which seem to support the contention / belief. The trick of 'misdirection' is to avoid you EVER questioning any of these assumptions...they want you to reflexively compare assumptions that re-inforce and support each other...when all are lies...but they are consistent...the moment someone breaks out of their spell, and challenges any assumption, the whole thing falls apart...that is why it is so necessary to torture anyone who dares this, and their family, to kill them, ruin them, imprison them, etc, to make sure NO-one challenges even the slightest assumption e.g proves there are NO traces of Zyklon B in supposed 'gas chambers', or that 'god' has been recycled and re-invented for millennia, rather than having 'exposed' himself

to one particular prophet at one particular time, the 'last prophet' with the 'final word of god' 'carved in stone' and never to be questioned...

No matter how fast or skilled a person's seeing, if they send their "mind" off to pay attention to irrelevant factors, the illusionist will get them every time! A similar process occurs with verbal behavior when we deliver a really good mind-line. This happens all the time in human interactions anyway. Sometimes it occurs in interactions that we engage in just for fun and enjoyment. Sometimes it occurs when we interact and negotiate with someone to create win-win situations. Then again, sometimes it occurs when someone intentionally seeks to pull the wool over someone else's eyes in order to take advantage of them.

MHR same goes with 'arguments'...if you fail to see what was assumed in an argument, and instead take all the 'facts' and 'definitions' for granted, then logic will trip you up every time...no matter how long and hard your attempt to use logic to prove what you sense is right, that the arguments are wrong, you won't get anywhere. Until you challenge the assumptions. Realise all the assumptions that are NOT stated, but implicit, in the stated assumptions or 'data' you are working with. All T vol I. stuff.

Just invite another human being into a discussion about content and you can do all kinds of things (and I'm not kidding about this!) in altering, changing, and transforming the context. And when you do, most people will never notice. Conscious minds seem to have this thing for content. Feed them a little gossip, some details, the specifics of this or that person, in this or that situation, tell them a story, or even better-a secret, and presto ... and you can shift the person's frames and contexts without them ever suspecting.

In negative manipulation we "handle" ourselves in relation to others in a Win/Lose way wherein we seek to benefit at another's cost. And conversely, in positive manipulation we relate to others from a Win-win attitude so that everybody benefits. This underscores the importance of the Win/Win perspective in personal relationships and communicating, does it not?

Beliefs involve a wide range of conceptual ideas. "Shoulds" that we put upon ourselves as moral imperatives. Our assumptions about causation-what causes or leads to what. And our assumptions of meaning-what equals ("is") what, what associates with what. These semantic constructions describe MHR part of, our mental filters which we rarely question.

MHR Our first 'frame' is the fact that we are human. We have human limitation e.g bandwidths of E M spectrum we perceive / encode ... we are limited to generating our 'meanings' and 'definitions' from the impressions of sight, sound, touch, taste, smell. We should remain sober and humble, and keep this in mind any time anyone says 'I know X' or 'I know X is not'. Any time we use a

technology to 'extend' our perception, it always involves some artefacts and interpretation i.e encoding and decoding, e.g even with 'photos' of 'planet earth' as sphere. They are all doctored, constructed, rather than simply 'photographs', i.e NOT what human would see from space...

When we translate the Meta- Model into a conversational model for reframing (for transforming meaning), we incorporate a lot of powerful verbalizations.

Our senses filter out most of the infinite complexity and diversity of 'objective reality', if such exists outside of our mind, making it more manageable. People who move from quite rural life to city life are often overwhelmed as they are used to noticing everything, saying hello to everyone, looking everyone in the eye...then suddenly there are thousands of them rushing by, it is impossible..have to learn to 'attend to' different things i.e 'ignore' most of what is happening...our interests narrow our focus e.g music, fashion, women, cars, scenery, so that we tend to filter out most of the potential 'impressions', like listening to someone speaking in a crowded room, we do not 'hear' everyone else, though we feasibly could 'listen to' any number of them...but if we didn't 'focus' on one voice, we might hear too many voices at once, and this would just become 'noise'.

Consider 'unicorns' and 'pegasus' and 'gods'...all things never seen by anyone 'out there', but billions of people believe in them...they 'see' them, inside their heads, in their imagination. So arguing 'are they real' is absurd. But it is a fact that they DO exist, IN PEOPLE'S MINDS...it just proves how powerful words can be...that utterances can produce beliefs, that produce emotions, that produce motivations, that lead to people investing heavily in such beliefs, and even fighting, and murdering children because of them.

The Jewish cautionary tale of 'The Golem' is a metaphor for ALL such 'neuro-linguistic-programming' i.e you put things in people's heads using mere words....on paper as in the case of the Golem, or verbally, and people ACT on them...ACT as if they were REALITY...let these words dictate their actions...command them...as if they were magic,...as if they were mere robots acting on instructions / programs...

The "Sleight of Mouth" patterns do not, in themselves, comprise "therapy," and yet they do open up space where personal transformations can occur. As psychotherapists, we have used these mind-lines to loosen up (or deframe) a client's beliefs, so the person can make the changes he or she desires.

We work covertly. We deliver the reframe them in our everyday talk. We speak the conversational reframe, redirect consciousness, speak the line, and then watch someone suddenly develop a more resourceful frame of reference. It is an easy and quick way to redirect a brain to a new point of view.

Induce someone into a state where they feel attacked, inadequate, or vulnerable- and you can count on their defense mechanisms going up. People will fight tooth and nail if they feel attacked.

Track a person back to the experience or experiences out of which the learnings (beliefs) arose. When the person gets there, he or she then has an opportunity to remap-to create a new and better mental map

We identify MHR confuse, our maps (thoughts, beliefs, decisions, etc.) with reality. MHR identification means we think we ARE our beliefs, actions, thoughts !!!! And this means challenging them is very global...if they are wrong, then WE are WRONG...i.e self-preservation...if self identifies with / AS these, then will defend them to the death...literally...

As a neuro-semantic class of life, whenever our internal representations shift, so does our experience, our neurology, our identity, etc. This describes where "the magic" occurs.

Korzybski (1933-1994) noted the unsanity that results from the neuro-linguistic forms of the old Aristotelian languaging. As an engineer, he sought to remedy the situation by creating a new more systemic and Non-Aristotelian way of thinking. His efforts resulted in General Semantics and Neuro-Linguistic Training. Both men recognized that we need a new use of language-a relanguaging to cure the bewitchment. Bandler and Grinder (1975, 1976) created such a re-languaging model (the Meta-Model) by utilizing many of the Korzybskian map/territory distinctions. They relied upon the foundational work of Bateson et al. regarding reframing. From this came the "Sleight of Mouth" model

"Words and magic were in the beginning one and the same thing, and even today words retain much of their magical power. By words one of us can give another the greatest happiness or bring about utter despair; by words the teacher imparts his knowledge to his students; by words the orator sweeps his audience with him and determines its judgments and decisions. Words call forth emotions and are universally the means by which we influence our fellow creature.." (Sigmund Freud, 1939, pages 21-22)

MHR Hearing is 'representing' 20-20kHz frequencies as 'sounds'. Seeing is 'representing' to wavelengths as 'sights'. 'Touching' is representing frequencies between and as 'solids'. We associate a set of sights, sounds, touches, smells, tastes into imaginary things called 'objects', as Hume demonstrated. We associate X and Y and Z. X+Y appears before Z, so we assume Y to be 'caused' by X+Y. etc

We ascribe relationships to assumed 'objects', based on when they occur in time, relative to each other, and how they appear to interact, and appear to produce (cause) other things, how they affect other things, what their relationships to other things are...and to our own pleasure, pain, and relief.

A man sees a white flag on a ship and throws himself down the cliff to his death...the power of symbols...then we find out that someone raised that white flag knowing what it would mean to the man, but that in fact it does NOT mean what he thought it meant e.g that they'd lost a war, his wife was dead, etc...the power of symbols and words...meanings...

Someone says 'you look ugly in that' and you feel ugly. Suddenly your total posture and appearance changes. In response to those words. Isn't that magic? Abracadabra.

Fighters and their friends 'psyche each other out' until one of them can't bring himself to strike the other, out of fear for the consequences...and will even submit to an inferior opponent, just because of a few choice words and sentences uttered by their friends...this happened for real to me... isn't that magic? Abracadabra.

Someone says 'it says here you have to go fight and die, and kill women and children, for your country', and so you 'obey'. You kill hundreds of women and children, maybe thousands, because of a few words...you assumed you 'HAD' to cos it 'said so', or 'someone ordered me to'...Abracadra

Everyone kept talking about the 'SECOND' plane, so there MUST have been a FIRST plane, right? Of course. Though no-one has EVER shown you a photo or footage of it. But it MUST have been there. Because the SECOND plane was real. Wasn't it? Doesn't the second plane prove the first plane prove the second?

A very old Chinese Taoist story describes a farmer in a poor country village. His neighbors considered him very well-to-do. He owned a horse which he used for plowing and for transportation. One day his horse ran away. All his neighbors exclaimed how terrible this was, but the farmer simply said "Maybe. " A few days later the horse returned and brought two wild horses with it. The neighbors all rejoiced at his good fortune, but the farmer just said "Maybe. " The next day the farmer's son tried to ride one of the wild horses. The horse threw him and the

son broke his leg. The neighbors all offered their sympathy for his misfortune, but the farmer again said "Maybe. " The next week conscription officers came to the village to take young men for the army. They rejected the farmer's son because of his broken leg. When the neighbors told him how lucky he was, the farmer replied "Maybe.

MHR The point is that the context is the 'frame' that determines the meaning e.g the meaning of a broken leg in one context is bad, but in another context, it is good. It is bad to suffer a broken leg, but if this means avoiding dieing in a war, then it is ALSO good...you can take your pick. As they say 'It is an ill wind that blows no good' i.e usually everything has a plus and minus, and you can focus on the one you chose, and feel fortunate, or unlucky, and thus feel happy, or unhappy.

Some patterns will work more effectively with some beliefs than others. Frequently, we need to "keep firing off" different magical lines until we find one that makes the desired change. So as a magician, it serves us well to keep our eyes open while we perform our magic! In NLP, we call this process of keeping our eyes, ears, and senses open "sensory acuity," Doing so provides us feedback about the effect of our reframing

Aim also to layer the reframing patterns. We make our mind-lines much more effective when we deliver several one after another. So feel free to pack them as tightly as you can if you want to pack in magic upon magic.

You do not have to understand this chapter to become fully skilled and elegant in conversational reframing patterns. The only thing you really need to get from this chapter boils down to the formula.

Deframing reframing patterns:How to Wipe out a belief system with "just a word"

By asking for specificity, precision, and clarity, the Meta-Model questions coach a speaker to go back to the experience out of which he or she created the mental map in the first place.

Be gentle--it can feel abrasive to people not used to too much clarity or reality.

MHR, I have often been accused of being 'abrasive'...natural born interrogator!

As a technology of de-construction, the Meta-Model empowers us to de-abstract our abstractions. With it we can de-nominalize nominalizations.

Beliefs have a basic formula that you can destroy, and thus implode / collapse the belief itself.

Most beliefs lack specificity, existing as generalisation MHR higher levels of abstraction in many beliefs. Forcing us to be specific e.g what, who, where, when etc, often dissolves / vanishes the belief. MHR go down to lowest / concrete levels of abstraction e.g so cannot avoid 'facts' by glossing over with 'vague generalisations no-one can challenge, as they are so vague and global'. We cannot let our enemies remain 'up there' ... where they are invulnerable...they took the high ground because they got there first i.e highest levels of abstraction with 'known, proven, document, holocaust' so we can't fight on that level, have to lure them down into the gulleys, out of their tall towers, where they are vulnerable to the 'facts' that cannot be simply 'dismissed' because they are clear, precise, unavoidable, and provable i.e not mere 'spin' and 'clever words' and 'mind games' but actual concrete, demonstrable facts...

To elicit this **conversational reframing pattern**, use the elicitation questions that move a person down the scale of abstraction1 specificity: "How specifically?" "What specifically?" "When specifically?" "With whom specifically?" "At what place specifically?"

Consider the "strategy" below the formula, "When she looks at me and narrows her eyes, I feel judged and put down." suppose a guy uses this as his way to feel depressed. It could happen. The EB=IS might go: "Eyes narrowing = feeling judged and put down." His strategy that creates this experience might go: external visual awareness (V) of her facial expression with special focus on her eyes, represented image in color, close, three- dimensional, then a rehearsing of the words (A.), "She's judging me and criticizing me," then more words (Adm), now words of self-evaluation, "I don't measure up to her expectations," then feeling tension in stomach (K-), an ache in back of the neck and head, remembering other times of criticism, etc. Of course, strategies occur at lightning fast speed so that most of it does not occur in consciousness-just the final kinesthetic feeling and emotion: depression. And as strategies streamline (which they all do), this process becomes so quick, so automatic, so immediate, that she only has to do one thing to evoke it: narrow her eyes (EB) and his meaning equation fires. Almost immediately he feels depressed, so he then really "knows" that it "causes" him to feel depressed (his limited belief). Here we have a neuro-semantic "program". Finding this strategy for a person's "reality" (hence, a person's "Reality Strategy") offers us a conversational reframing pattern whereby we can pull off some neat "Sleight of Mouth" patterns. We discover how a person constructs the limiting belief program. As a planter of doubt and skepticism, Realify Stratfegy Chunk Down deframes by the very process of asking a person to pull the program apart so that, together, we can examine it.

Every constructionist knows that this messes their reality program up!

It is human nature to form connections on spurious grounds, to accept what we've been told, to believe rubbish, junk, toxic, poisonous lies, offered to us by 'caring' and 'sincere' and 'respected' priests, teachers, mass media personalities...

Do you make a picture of it, do you say words, what words, with what tonality, in what order re: how did you come to that belief?

How do you represent stress? Do you do that in your mind with pictures, or do you say something to yourself, or do you have some kinesthetic sensation somewhere in your body? Where? To what degree? Then how does your motor program activate your feet to go looking for chocolate and your hands to start ripping off wrappings and cramming chocolate down your throat?

To elicit this reframing pattern, use the strategy elicitation questions: "How do you represent that belief?" "How will you know if and when it does not hold true?" "What comes first? What comes next? How do you have each piece coded representationally?"

We can take back the power, and behave consciously, rather than habitually, based on inherited / learned / conditioned programs...being more specific, and precise, with words, with thoughts...challenging our habitual responses...are they valid? Necessary? Cause-effect? Do things really have any power to make us mad, angry, sad, despairing, depressed, etc? Or have we just gotten into certain bad habits, of interpreting 'that' look in such a way, then automatically letting our programmed responses kick in until we find ourselves stuck in a hole of despair, of our own making...when we could just say, hey, she isn't interested in me, lets move on to the next opportunity, sooner or later one will 'bite'...

MHR all about debunking assumptions, making them explicit, interrogating them...seeing how we ourselves go from X+Y to Z, when it is NOT necessary / of necessity i.e causal...WE do it...go from 'that' look to 'abject despair'...we could do many different things in response to 'that' look, or 'that' experience...we habitually take one route, when it is just one of many, and often the worst option...

MHR there are 'impressions' made by our senses, constructed out of 'whatever it is out there' e.g E M soup...they are constructed actively by our encoding and decoding of E M vibrations / frequencies...these 'impressions' generate 'meanings' in the context of all other impressions and 'meanings' e.g in relation to pleasure and pain and relief (ultimately), and these 'meanings' generate internal states e.g happiness, or despair, hope or fear...So we can change our impressions by ZEN observation and choosing what to see, hear, and 'know', then

challenge our 'meanings' i.e the true relationship of these impressions to our pleasure / relief / or pain...and thus change our internal states , e.g happiness Vs sadness...at each step we have opportunities to 'reframe' and 'revise' and open up the 'bardot' of now, here, to re-define, re-calibrate, look again, take a fresh look at things, reveal implicit assumptions we had NOT noticed, and check their validity against sensory perceptions / impressions i.e 'concrete' fact checking, and asking ourselves 'why we think that?', 'how do we KNOW' that? Who told us? Did we learn it first hand? Could we have learned something different from the same impressions / experience? Did we let our preconceptions / prejudices color / distort / filter our impressions? What happens when we lower our level of abstraction?

Unless you WANT to feel horrible (let's find out why / how you got that desire / belief) you can always ask yourself...'how could I reframe this experience to feel good about it, and the future, and feel invigorated and motivated to do what needs to be done for me to get where I want to go? Which assumptions were necessary? Which were valid? What OTHER choices do I have re: how to interpret situation, how to respond to it? What beliefs are available for me to choose from? Which would leave me happier and more energized?

MHR I am using all this self-defeating, self-sabotaging, critical, hopeless self talk. I can choose to start using positive self talk, and make this a new habit. Why do I feel a need to self-sabotage? Where did I get THAT idea from? That I NEED to? That I SHOULD?

MHR 'Is this how I would speak to another person I cared about and wanted the best for? E.g a small child, or partner? Why would I be so hard on myself? What would I say to another person to encourage them?

What are the different ways other people might interpret / define etc this, and what alternative meanings might they come up with, for the same behavior / situation?

MHR we distinguish between intention and action...so before acting, ask yourself what your intention is, and if this is the best way to achieve it e.g to express your anger...through physical violence, or a temper tantrum, or rage, or ??? Allow yourself choices / options ... generate them...

MHR question notion that all intentions are good, positive, desire some positive outcome e.g that physically assaulting someone to gain 'revenge' is about seeking the positive of 'justice for all people'...like rapist claiming it is an act of class warfare, to make the privileged female feel the pain of the masses, and want justice...though karma may be that...i.e produce identification with victims, by being victimized...

pre-frames our thinking-feeling about the external behavior as "seeking to accomplish something positive and of value." Then we set about to explore what specific positive intent

we can find. "What positive intention does this person have in saying or doing this?" "What could a person seek to accomplish of value here?" "What secondary gain may one seek to obtain or not lose?" As we orient ourselves to guessing in the direction of positive intentions, we begin to habitually formulate positive intentions and attribute such to people. Now consider for a moment the positive effect this will also have on your own attitude. By shifting attention from the negative behaviors to the positive intent behind it, we thereby open up a new space for ourselves as well as for them. Into this new and more solution oriented space we can then invite the other person. Doing this sets a more positive direction for conversing. Doing this facilitates communication and accessing the person's respect and appreciation. All of this, in turn, builds hope. Ultimately, this appreciation attitude creates the basis for even new and more positive behaviors. Such reframing can actually turn around a negative cycle and create a positive one. (C) "When you arrive late that means you don't care. "I can understand how you say that my being late means I don't care. Apparently you really do want to know that I truly care for you, don't you?" In this statement we assume that their EB of "criticism" intends to find out if we really care and to get us to show our care. So, instead of taking offense, and arguing with the person about the EB that he or she dislikes (showing up late), we empathically affirm that we do care. How much nicer, don't you think? Setting this positive frame about criticism then enables us to talk about solutions rather than blame about the problem. (D) "Stress causes me to eat chocolate." "So what you really want to do is to reduce your stress, a most admirable choice, and you have gotten into the habit of doing so by eating chocolate. And I wonder if eating chocolate really does reduce your stress? If not, perhaps we could explore other ways you could fulfill your objective of de-stressing." (E) "I can't really make a difference because management doesn't walk their talk." "It certainly strikes me that you really do want to make a difference and perhaps even help management walk their talk. I bet this strong desire

to make a positive difference will cause you to persevere until you can find a way to make a difference. What do you think?" "If your true desire in saying that involves trying to motivate yourself to hold back so that you don't get your hopes up and then feel crushed if things don't change, I wonder what other ways you could reach that goal without pouring so much cold water on your motivation?" (F) "I can't buy your product because it costs too much." "I'm glad you brought that up because it seems that you really do care about getting the proper value out of your purchases, and I'm wondering if this attitude really accomplishes that for you?" As mentioned, the eliciting questions for this pattern involve exploring

intentions, the 'why' question which drives a person's motivation, secondary gains, etc.

"Sorry that I'm late, with all the traffic on the road, an accident occurred and wouldn't you know it-right in my lane." (When you deliver a mind-line like this, make sure you have rapport enough that the other will listen to your explanations.) But we have a problem with that. It sounds like an excuse, doesn't it? So we don't have much of a reframe in it so far. Just the mere relating of facts. So let's spice it up-with some magic (you know, words that set a positive frame.) "Sorry that I'm late. I had looked forward to this meeting with you all week and really wanted to meet with you. Repeatedly throughout the day I have thought about the possibilities of working together with you. So I do apologize for getting here late. I should have considered the traffic at this hour and the possibility of an accident-which of course happened. I guess I was thinking more of you than those details." In this conversational reframe, we have put heavier emphasis on that cause, rather than to the accidental causal factors. This allows the person to swish his or her mind to two contributing factors-one accidental and one intentional.

"Saying mean things makes you a bad person." "If hatefulness or ugliness caused me to say those things you consider mean, then I would agree with you and immediately change. But I cut you short because I had a terrible day at work, feel unresourceful, and just didn't think about your feelings as I usually do, and as I want to."

In making this reframe, we assert that the behavior does not arise from a negative cause, but that other reasons, causes, and factors play a role

To elicit this pattern, simply explore about other possible Positive Prior Causes that cause or contribute to the response or belief statement. "What could be a possible cause for this limiting belief or hurtful behavior?" "What else could explain this that also opens up space for changing?"

"I can't buy your product because it costs too much." "It really seems like a big deal today ... and maybe that's the problem. Just for the fun of it, imagine yourself having come to the end of your sojourn, and ready to leave this world, and look back to this day when you had this opportunity to make this purchase ... and how expensive does it seem when you view it from that larger point of view?" To elicit this pattern, use the elicitation question of eternity: "When I get to the end of my life, how will this EB look?" "From the perspective of eternity, how will I perceive this?"

"In my mind I went out to my future, and then to the end of my time-line. From there I then looked back on the decision point of this day when I was attempting to make a decision/

The four questions from Cartesian logic. "What would happen if you do?" "What would happen if you don't?" "What would not happen if you do?" "What would not happen if you don't?"

"So, you think [not "know"] that my being late means I don't care." Or, "You think that my being late means I don't care." Bringing an embedded message or messages to bear upon a person's belief statement can provide a message outside of conscious awareness that the person would not receive otherwise

Apply the higher criterion or value to the limiting belief. "Does this belief allow you to act with love, kindness, assertiveness, respect, etc.?" Check out how this works via our playground. (C) "Your being late means you don't care about me." "Actually, arriving late, while important, doesn't seem near as important as respecting you and our relationship and planning to spend quality time with you when we do get together." "I think you say that because of how really important you feel it to know whether or not I care. So caring holds a higher value than timeliness."

OUT framing uses Universal Quantifiers to bring in more sober, dissociated, fair, etc reflection...e.g self-punishing behavior your wouldn't force your kids or stranger to endure thus becomes absurd...or self-serving nature of supposed 'justice' and 'ethics' becomes obvious, and forces a re-think / re-evaluation...at least a BARDOT of opportunity for your subconscious to rearrange itself, and produce more options / choices. Words like all, always, everybody, nobody, all the time," etc. In the field of Transactional Analysis, we call these words "parent words." As parents often use them. Words that make a universal generalization with no referential index. These terms imply and/or state an absolute condition, law, top level abstraction FRAME including EVERYONE AND EVERYTHING EVERYWHERE, with ZERO specificity of WHO in fact, WHERE in particular, WHEN in fact, etc e.g '6 million Jews', and 'All Nazi's', and 'All Alt. Right ...

Kant's question ' Would this action be a good UNIVERSAL role model for EVERYONE else, in all situations, at all times? i.e a Categorical imperative' ... which is implicit in my 'Optimal Ethics Generator' i.e moving a persons frame of reference from self, things like the self, way out to 'all sentient beings'...as YOU might just be ANY one of them in any one of your next lives... use this 'OUT framing'... will their beliefs 'cohere', or be as 'solid' and 'desirable' and 'self-serving' when they do that? ... include ever sentient being in their 'ethics' i.e 'belief system about what is desirable , acceptable, ideal, in terms of 'justice' and 'who deserves it?'...

That guy who wrote 'Eternity' all over Sydney, which was then the theme for one New Years Eve Harbor Bridge massive fireworks display...intended to get people thinking about the value of things they were seeking, striving for, in this temporal world, compared to the nature of eternity, and 'eternal rewards' of

spiritual balance / karma / future selves / the life of the spirit...sort of smoothe out any bliss or dejection about things which soon will 'pass'...and direct attention to things of the spirit e.g ethics...

BUT 'What if everyone thought / felt like that?' leads to X replying 'Well then I'd be an idiot to think / feel otherwise' i.e re: everyone for themselves, everyone selfish, everyone greedy etc...

If the belief represents a good, ecological, and balanced generalization, it should apply across the board at all times and places. If not, then we need to qualify, contextualize, and index it. So as we move to a meta-level and frame the belief with allness, we exaggerate it, we push it to its limit. In other words, we take it to its threshold to see if it will still work, if it will still cohere as a reasonable belief. Or, will we discover that it begins to fall apart? If it doesn't cohere--then the shift will deframe the belief. It will fall apart as an inadequate generalization that doesn't hold universally.

"Saying mean things makes you a bad person." "Since everyone has at sometime said something mean, the only kind of people that we have on the planet are bad people!" "How enhancing do you think this idea about 'mean words creating bad people' serves the human race? Would this encourage honesty, authenticity, genuineness, and the like?" (

"Cancer causes death." "If all of the doctors and researchers working on cancer believed that, we'd never have any hope of finding a cure for cancer." "Would you recommend that everybody who gets any form of cancer immediately think that it will cause them to die?" "Would you recommend that everybody who gets any form of cancer immediately think that it will cause them to die?"

When you put this larger frame over and around the belief, % do pay attention to the effect of the sensory-based representations within the magical formula that defines the belief. As it embeds the belief, what happens to the belief's coding in terms of modalities and submodalities? Typically, because a larger frame adds information in the same picture at the lower logical level, the modalities and their qualities at the larger level will dominate and temper the lower level representations. Moving up and altering the frame size reality tests " for how well-formed we had our belief formatted. (C) "Your being late means you don't care about me." "So I show up late once, and that means I don't care at all about you?" "Since everybody arrives late at some time or another in their life, then the only kind of people on the planet are those who don't care about anybody?" In this response, we have changed the frame ... we have moved it from focusing on a specific behavior that occurred (showing up late) to a larger level meaning. We have essentially asked, "Once means forever!?" Interesting enough, when a person doesn't take into account the larger levels of awareness (i.e., that the person did show up!), then the person lives in a state of discounting, complaining,

gripping, fussing, badmouthing, feeling bad, feeling unloved, etc. How unproductive! And yet, when considered from the larger level frame-the person did indeed care enough to show up. Will the person focus on the message of care or on the message of "lack of care?" In all context reframing, we leave the content the same (the belief in the box), and only alter the frame around it. And yet, as the frame changes, so do the specific meanings embedded within it. "Do all people who show up late not care?" "Would you consider everybody who shows up late as suffering from a lack of care regardless of circumstances?"

MHR point is to de-potentiate a complaint someone has against you...and

People LANGUAGE themselves into particular ways of being and seeing and doing. Particular 'modus operandi' that affect the way they think, and behave. THAT is pure neuro-linguistic programming MHR

When people talk and think using modal operators of necessity like "have to, must, should, ought, got to," etc. they model a world of force, pressure, law, and compulsion. This leads to them developing a Modus Operandi, a way of thinking and living, in which the feeling of necessity dominates. "I have to go to work." "I must clean this house." "I ought to write her a note."

Compare this to people who tend to use modal operators of possibility or desire like "I get to do this task." "I want to clean the commode." "I desire to write the letter." People who talk this way, and **language themselves** and others using these kinds of terms, live in a reality that is set up for generating, and seeking out, opportunities, possibilities, desires, and resources for themselves and others.

MHR this is pure Abracadabra...Languaging as a VERB...an action...the language we use to ourselves, in our own heads, and then use with others, has a huge impact on HOW we think, WHAT we focus on e.g opportunities Vs limits, and our ever action e.g motivated = tries = gets up when fails=ultimately succeeds in some way Vs despairing=gives up=self-fulfilling spiral down ...

Moving through the world differently, you will 'attend to' different things e.g possibilities Vs restrictions, opportunities Vs limits, the good Vs the bad, and you will take more risks and work harder and likely achieve more ... self-fulfilling modes of 'languaging' then thinking then acting...it starts with an idea, always...and most of us are very verbal in our thinking i.e we 'talk to ourselves in our minds to 'rehearse' ideas / formulate ideas etc...though De Bono used images to the same effect, perhaps intuitively and implicitly hoping to bypass the verbal limits / censors / limiting beliefs of conscious, verbalized, language, thought patterns / habits / beliefs.

The modal operators of impossibility show up primarily in one term: can't. "I can't do this job." "I can't stand criticism." "You can't say those kinds of things to people, they'll think you're nuts!" In the Meta-Model, the question that challenges modal operators invites a person to step outside his or her model of the world and explore the territory beyond the modus operandi. "What would happen if you did?" "What would it feel like (look like, sound like) if you did?" "What stops you?"

"Stress causes me to eat chocolate." "Does stress have to make you eat chocolate? Could stress lead you to other behaviors? What stops you from experiencing stress as leading you to exercise or deep breathing rather than eating?" (E) "I can't really make a difference because management doesn't walk their talk." "What stops you from going ahead and making a big difference at work in spite of the incongruency of management?" "What would it feel like for you to not feel compelled to let the incongruency of management control how you respond?"

Challenge the modal operators that you hear people use. Namely, "What would it look, sound, and feel like to experience this *opposite* thing?" "What *stops* you from *not* letting the thing operate as a constraint against you?" i.e challenge their meta-model 'can't's'.

MHR e.g you have some physical imperfection you allow to stop you from attempting something, from some sport, to dating ... is anything stopping you from NOT letting it stop you trying?...what is stopping you from NOT letting this 'handicap' etc get in the way of what you want?

In the Meta-Model, the question that challenges modal operators invites a person to step outside his or her model of the world and explore the territory beyond the modus operandi. "What would happen if you did?" "What would it feel like (look like, sound like) if you did?" "What stops you?"

MHR Our language produces ideas which produce beliefs, which produce actions, which produce the subjective world we, AND OTHERS live in. We also live in these worlds that OTHERS have generated / produced, from THEIR language and ideas and beliefs and actions. Change our own, and others, language, ideas, beliefs, and therefore actions, and we change our world. For better or worse.

All is flux. Change. Process. You are not the same now as you were a moment ago. I always revolted against the idea that $1+1=2$, when speaking of objects, as each object is different. You get more 'appleness' from one set of 2 apples, or less, than any other set of 2 apples. So $1+1$ is merely abstract theoretical maths. In reality, unless the two 1's are identical, at every level of abstraction, it is just an artefact of our level of abstraction to say they are 'the same', 'identical', rather than a property of either '1'. We ascribe 'sameness' by rising in levels of

abstraction e.g 'all Europeans look alike' to an African who only focusses on the differences between 'blacks' and 'whites', namely, general skin color...in fact there are thousands of shades of white and black. So to refer to 'blacks' or 'whites' is an artefact of language, of adopting a particular level of abstraction.

Two apples might be considered 'the same' i.e 'they are BOTH apples', if you take some particular qualities of 'apples' and apply them to both. But looking closely you will find that no two apples are the same. The 'sameness' is a product of the level of abstraction, the level of composition, you adopt. Under an electron microscope there is NO appleness at all, just a bunch of vibrating energy matter strings. Maybe THESE are all the same. And it is how they are combined that gives the apple its 'appleness', its qualities. As it gives light, smells, sounds etc THEIR properties.

TROONATNOOR vol I goes into details on all this.

We allow our emotions to act as if sound / sight / feel / smell / taste / impression / experience / condition / situation / object / person X always MUST produce emotion Y in us...ALWAYS...when in fact every person, situation, sight etc is unique. The 'dog' that bit us is NOT the same dog/s we encounter later. The MAN who hurt us is NOT the same as all the men we encounter later. Realising this frees us to make more specific decisions / definitions / plans / beliefs...it gives us more options vis a vis responses to each unique individual experience / object / person / dog we encounter...

When we 'generalise', it is efficient, but limiting. When we generalise 'all rustling in the forest MUST be a predator', we end up living in fear, at a heightened state of preparedness for fight or flight, every moment of every day, and end up destroying our immune and nervous systems, overloading them, so they destroy our nerves, our cells, totally disrupt our healthy balance...We tend to 'jump to conclusions', it is our nature...and serves us well, in many cases...but if we don't take the opportunity to stop and re-frame / re-define / interrogate our 'beliefs', we get stuck with a lot of generalisations and erroneous beliefs that limit our enjoyment of life, our health, our ability to satisfy our innate desires for peace, love, sex, relationships etc.

"I can't really make a difference because management doesn't walk their talk."
 "So your identity as someone who can get things done, make a difference, and contribute significantly in the world depends entirely on the inner congruity of management? Their integrity or lack of it forces you into this kind of person?"

Identity does not exist in the world, but only at best in human minds, and if identification represents a form of unsanity bordering on insanity, then it becomes useful to learn to dis-identify ourselves from limiting self-definitions. Here again we find it most useful to E- prime our language of the "to be" verbs. I

(MH) have found it useful for years to ask people to describe themselves without using the "to be" verbs. "Tell me about yourself, what you like, value, feel, think, experience, etc., but don't use any of the 'is' verbs-'is, am, are,' etc." General Semanticists have used this technique for years. Journalism classes have had students write a biography without using the "to be" verbs. Most people find this very challenging. In the end, it helps us to overcome the limitations of identification and over-identification.

If there is no fixed 'YOU', no limited 'identity', no 'personality', just options / alternatives / the thousand flowers of the soul, then using 'I am' language is inappropriate...sure, maybe, right this moment you ARE X and Y and Z, but this moment is already HISTORY BABY...What you want to do / and get others to do, to break out of their limiting beliefs / habitual patterns of language – ideation-feeling-acting, is to use 'I am BECOMING slimmer, healthier, smarter, kinder, more open-minded, more flexible, happier, VS I am fat, unhealthy, stupid, closed-minded, inflexible, sad...because that OLD you just disappeared into the past...you don't want to be living in the past, do you? You want to be living in real-time, now, here, don't you?

In the Meta- States Model, we recognize this infinity of choices when we note that for whatever thought-emotion we experience, we can always then generate a thought-emotion about it.

"I can't really make a difference because management doesn't walk their talk."
 "So what management does, management's congruency or incongruency, plays the most determinative role in how you think, feel, and act as you move through the world? I just didn't know that management had that much power over your responses. Sorry to hear that you have given your power away." (

"Stress causes me to eat chocolate." "It sounds like unpleasant and negative emotions [an abstraction from 'stress'] cause you to do things you don't want to do [abstracted from 'eating chocolate']. So experiencing negative emotions really makes you a victim to your emotions?" [An even higher abstract concept on the entire statement.]

"I can't buy your product because it costs too much." "Well, we do often get what we pay for. And, if you really don't want the best product available, I can understand how you would let the price tag totally control your decisions."

Person bogged down in specifics, which limit their choices e.g the price is higher than I am comfortable paying, loses the opportunity to enjoy that opportunity ... so need to move to higher level abstraction values / priorities e.g 'satisfaction'...it is a shame that some people let their extreme focus on price deny them of so much of the good things life has to offer, and happiness...MHR!

I.E we give away all our power of choice to 'price' considerations...we let this one criteria dominate our lives, and exclude so many other great things from our experience...a fixation...idol...dogma...leaves part of us 'dead' and 'immobile' 'fixed' 'in wood and stone' figuratively speaking...the 'law' brings death, the gospel brings life i.e good news i.e living beliefs...based on here and now...e.g war is fought for future peace...that 'justifies' it...but if you focus on killing in the here and now, there is NO way to 'justify' it... 'security' is a future state, as you are living in constructed fear of 'terrorism' or 'evil enemies' 'axis of evil', 'red terror', 'nazi brutality'...fixation on 'future peace' prevents you from seeing that right here and now what you are doing is totally avoidable, and totally reprehensible...you wouldn't do it if not for the future fixation, propaganda etc...

The old 'the means justifies the ends' is the general way of thinking that leads to war, terrorism, exploitation, murder, ... the acts involved are criminal and horrific and no-one would sanction them in and of themselves...but frame them as 'means to some glorious ends', 'means to some necessary ends', 'the means to salvation from some impending doom', and suddenly their meaning is transformed from 'crimes' to 'means'...

"I can't really make a difference because management doesn't walk their talk."
 "That really doesn't sound like a way of thinking about things that does you very well. It sounds like it shuts down your creativity, perseverance, interferes with your good judgment, and heaven knows what other negative effects it has on your mind and body."

"Coming in late means that you don't care about me!" "What an interesting idea ... but then again, has this idea ever caused you to argue with people, especially loved ones, about time and schedules so that you spent your time with them arguing, rather than enjoying their presence?"

The last two are 'ecological framing' i.e relating the belief / idea to the whole of what they want for themselves and their life...

"I can't buy your product because it costs too much." "Thinking about purchasing solely in terms of cost probably gives you eyes that sort exclusively for price tags. Does this enable you to purchase or enjoy the things that you want to in life without money grubbing about everything?"

When we 'out-frame' i.e establish the highest priorities, values, ideas, emotions, beliefs, values, states, attitudes, etc. we bring new resources to bear on our belief systems. i.e will THIS produce THIS, ultimately? Have we become fixated on X, and it is ruining our ENTIRE ecology e.g happiness, joy, satisfaction, relationships...e.g letting something that 'bugs' us destroy our chances at attaining our HIGER priorities ... does it REALLY matter that it costs X, that they were late, that management are incompetent? Will you let THAT destroy

your agenda / goals / objectives i.e overall, holistic, TOP priorities for your life? Thus we can conversationally reframe with gentleness.

MHR the real secret of magic is that our emotions are NOT determined by anything 'out there', but by our own thoughts...how we 'define' our experiences of 'out there', and 'out there' itself. Nothing can CAUSE us to FEEL a certain way...we have control of our feelings...e.g pain does NOT force you to suffer...failure does not FORCE you to feel 'like a failure', and 'depressed'. THAT's all YOU...nothing can make you quite...you CHOSE to quit...or continue struggling / perservering... vividly imagined things are as real as anything supposedly 'objective', as ALL things are constructed and experienced 'in your mind'...NOT 'out there', if any 'out there' really exists, is totally speculative...we have NO way to know if there IS any 'out there', or if it is ALL 'in our minds'. THIS is the most empowering fact. It is also the way OTHERS have gained CONTROL and POWER over YOU...in fact they have NO control over you. They have NO power over you. They can DO X and Y, withhold X and Y, offer X and Y, but YOU chose whether you care about X and Y, and whether you will desire or fear X and Y, or simply pay it no attention, ignore it, and go YOUR way, FREE.

Bateson (19 72, 1979) called it abduction. This refers to thinking "on the side," or laterally, so to speak. Here we think of one thing by using another thing as a symbol. Here story, metaphor, analogy, proverb, poem, koans, riddles, jokes, etc. provide us formats for thinking, reasoning, and talking. Let us give you a taste of Bateson (1979).

Metaphor, dream, parable, allegory, the whole of art, the whole of science, the whole of religion, the whole of poetry, totemism.

The word "metaphor" comes from ancient Greek (meta and pherein) and literally means "to carry over." When we use a metaphor, we "carry over" (or transfer) a message to another person's mind in terms of something else (i.e, a story, other referent, myth, etc.). The listener then takes the framework or structure of the metaphor and interprets them in the framework of his or her own experiences... "a figure of speech in which something is spoken of as if it were another

A metaphor therefore involves anything (story, narrative, joke, drama, movie, personal referent, mythology, quote, etc.) whereby we think about one thing in terms of another thing. Metaphoring thus represents a meta-stating process. We frame one thing in terms of another. We "carry" up and above, and then apply to the Previous thought, idea, representation, etc. some other idea, concept, representation, etc. (the basic meta-stating process). Yet because we put the message in the frame of an unrelated story that unrelated story (or terms) typ~cally bypasses the conscious mind. And in doing it, it thereby allows the sub-conscious mind to receive it.

MHR An efficacious, well-designed metaphor, to conversationally change beliefs, needs to be 'isomorphic', i.e share a similar structure with the person's experience. This similarity invites the subconscious mind to interpret it in relation to its own needs, story, narrative, experience.

As a communication device, story, metaphor, and narratives also present a far less threatening style than does direct instruction, statement, and advice. What explains this? It occurs, in part, because we veil our intended message in the metaphor.

We can use story to communicate on numerous levels at the same time. Milton Erickson's genius reveled in this very thing. Via metaphors he would communicate with both the conscious and unconscious facets of mind simultaneously. In this way, he provided the conscious mind a fun and entertaining message [he distracted them with content] while simultaneously he would address deeper concerns via the structure of the story. The surface story primarily keeps the conscious mind occupied. The deeper (or higher) structural message then "carries over" to the unconscious mind through the story's similarities.

MHR the challenge is to 'suspend judgement / disbelief' for the entirety of an argument / suggestion vis a vis 'what is real' 'what is possible' 'what is desirable' etc...the story / tale / narrative is a format which most people readily do this in / for i.e when people listen to a story / watch a film / read a book, they willingly and automatically 'suspend disbelief' for the duration of the novel or film or story. They allow themselves flights of fancy, opening their minds and constructing vivid experiences, in their mind's eye etc, in their imagination, from the words...it is a 'human' behavior we can adapt to our needs...and most writers with a message have taken to writing novels, plays, and film scripts, in order to attempt this 'communication' i.e 'sharing' of ideas...trying directly to 'suggest' such and such might be a reasonable alternative belief, a better belief, or that belief X is very dangerous, toxic, absurd, i.e to directly challenge existing beliefs, or offer new beliefs inconsistent with the existing beliefs, is usually doomed to failure by human nature...so we are using metaphor and story to use one element of human nature to overcome another element of human nature...

My favorite 'story' is Hermann Hesse's short story in 'Der Steppenwolf' which perfectly communicates the essential 'argument' of Buddha.

The story 'situation' 'condition' 'state' is basically a form of trance induction. Reading is the western form of meditation. We 'agree' to enter into this state when we open a book, or put on a film, or listen to a story. The 'story' state is one where our minds are open. We do not 'believe' the story, but we 'make-believe' it is true, for the duration. We turn off our usual 'censors' to enjoy the

‘escapism’ from our habitual frames of reference and experiences. This is a cultural or ‘human’ response to the ‘story’ situation.

You are much more likely to get someone to attend to an argument if it is embedded in a ‘story’ or ‘metaphor’, and if that story is to some degree ‘isomorphic’ i.e the person can ‘relate’ to it, and ‘enter into it’, because it matches, to some degree, their own aspirations, or life experience, definitions, etc.

So the story has more chance if it at least begins in a situation the person feels comfortable in, as approximating their own life, beliefs, definitions. Then you get rapport, with characters, and open-ness to being led away from the initial beliefs, along with the characters...in fact a character can say things to readers / listeners / viewers, that they would immediately reject / deny / switch off from, defend themselves against, if the same things were said to them in ‘real’ life by a real person.

At the very least you gain the readers / listeners/ viewers ‘attention’. If you’ve made the characters accessible, likeable, so the reader develops rapport with them, and ‘enters into them’ and adopts their tone, rhythm etc, it is no different to a therapist gaining rapport, mirroring/pacing, and then leading them, and making suggestions to them, in the trance state, which may then be ‘triggered’ as ‘post hypnotic suggestions’ during ‘waking’ ‘lucid’ states i.e after they put the book down, leave the theatre, etc..

For the duration of the story, people willingly act ‘as if’ it were true, and thus subconsciously and consciously ‘experiment’ with the ideas suggested, with the ‘ways of being and seeing and acting’ of the characters in the story.

Of course if the characters and ideas are too ‘way out there’ for the listener / reader/ viewer, they may ‘switch off’ and close their mind, rejecting the story as ‘stupid’ and ‘impossible’ and ‘unbelievable’ and even as ‘propaganda’ or ‘mind control’. But the story, the metaphor, is still THE best option available to have a chance at influencing most people’s belief systems.

To avoid such ‘defensiveness’ and ‘rejection’ of the metaphor and story, hypnosis is often first induced...so that the listener is more ‘receptive’ and ‘open-minded’ i.e less critical, analytical, defensive, censoring, resistant to challenges to its current belief systems...

Language operates at a higher level of abstraction than the internal representation to which it refers. So for language to "work" it must elicit and evoke sensory-based representations in us. We experience the "meaningfulness" of language when the words (as symbols) trigger us to see, hear, feel, smell, taste, touch, etc. the referents on the "screen of our mind."

What does the word "car" evoke in terms of sensory-based representations for you? Does it evoke a black Pontiac as it does for me (BB)? Probably not. That reference arose from my TDS. Where did your TDS take you? A blue Toyota, of course (MH)! What does the word "dog" evoke? Where does your TDS take you? I (BB) have an internal representation of a black Cocker Spaniel. What kind of dog did you find in your library of references? In this way we all make sense of language. We understand things by searching through our internalized and stored experiences for visual, auditory, kinesthetic, olfactory and/or gustatory sensations that correspond to the language symbols we use and hear. This explains how language (all language) operates metaphorically. Now we call this process of associating the language we hear with our own internal representation(s) a "transderivational search" (TDS).

When we go from the surface structure language of a metaphor to the deep structure, we make our internal search. We go to our personal "library of references." So when we listen to a story or metaphor, our brain and nervous system makes an unconscious TDS to connect the metaphor with our model of the world. Count on metaphors doing this. Count on stories activating listeners to search their "memory banks" to make sense of things via their model of the world.

Shifting Referential Indices So working with story, narrative, and metaphor involves symbolism. A symbol refers to any object, situation, or character that becomes an anchor for certain responses. Many everyday metaphors take the form of, "I once knew a person who ..." The symbolic link here? The word "person." Further links will arise from the similarities within the story. Such symbolic links exemplify the concept of "displacement of referential indices."

This means that whenever someone talks about his or her experience with enough vagueness that we as listeners can shift / displace the referential index from the characters in it, to US, and from their situations / conditions / experiences to OURS. We 'relate' to the story, and 'enter into it', into the characters experiences and feelings / responses, and into the narrative / plot. We 'sympathize' with the characters. This is always a pre-requisite to creating a 'powerful' character and story. The viewer / listener / reader has to be lead into identifying with the characters, plot, narrative, so that the plot / storyling/ charcters 'speak to us' i.e resonate with our own feelings / experience...making it REAL...vivid...accessible...on conscious and subconscious levels. We distort our sensory representations, we switch the referential index, we enter into the story, and the story casts its spell. So much tat in the olden days, they talked about stories as "spells!" MHR as in 'THE Go-spels' a.k.a 'good news' a.k.a 'New Testament' ...

When we 'identify' with ANYONE or ANY ANIMAL, we 'enter into it'...like a shape shifter...we empathise with it, feel with it, share its fears, hopes, pleasure, pain, relief. THAT is why we read novels. To lose ourselves in another world / identity...to escape this world...for a time...Vegan identify with animals, non-racists identify with all humans, Jews identify only with Jews...THAT is the problem...this identification is carefully nurtured by the Zionist state, the Jew world order...which also does the opposite for the rest of us, dividing and conquering us with implanted / imagined 'differences' that prevent us identifying with each other, and especially from identifying with 'Nazis' and 'Hitler' and any Alternate Right people and their beliefs / views / arguments / narratives...P.R and advertising all work to produce an identification with a product, or idea, or person, or political party, or company...so that you CARE about it...'Love' it...and will defend it, pay for it, support it, value it, fight for it, kill for it, die for it...something you otherwise would never have dreamed of doing...but this is the thing...they GET you to DREAM of doing it...they get you en-tranced...so that you follow the post-hypnotic suggestion of 'sign up today to defend the American way of life', or 'pay taxes even though the IRS has no legal authority to demand them of you, let alone confiscate your property and imprison you, ...etc etc...

Storying, narrating, metaphoring, etc. encourages the switching of referential indices. This invites the "as if" quality of stories which then begins to work in our minds and bodies. And when it does- suddenly we feel transported to another time, another place, in another body, etc. The spell has entranced us. We lose track of time, place, self, environment, etc. as we go zooming off into new and different worlds and realities. Then, once inside the story, an animal, another person, even inanimate objects transform and take on special meanings. They frequently take on powerful symbolic representations for us. And in the story, we become storied. Themes, plots, sub-plots, dramas, comedies, tragedies, victories, heroic journey, etc. define, describe, limit, and/or free us.

The power of any 'story' lies in its 'isomorphism' i.e we will relate to it, it will resonate with us, if it is, at least at first, close enough to our own experience / perceived reality / beliefs i.e it mirrors our own current model / map of the world...once it has gained this 'rapport' and 'trust', it can lead us off into 'science fiction' futures or 'fantasy' worlds...in the same way mirroring / pacing and leading do in 'persuasion' techniques.

An 'isomorphic' map / model is where the map/model correspond to reality. But in reality we can never know if our maps / models are isomorphic or not. Or whether there is any 'terrain' or 'reality' to model / map i.e the map / model may make up a 'virtual' reality that our own beliefs actually program / construct.

In terms of story and metaphor, this isomorphism relates to our subjective reality, to our own maps and models, rather than assuming any 'objective' reality 'out there', other than some 'strings of electro-magnetic potential' that form an 'Electromagnetic soup' which we use as the 'raw materials' for constructing this 'experience engine' we call 'the world'.

So the isomorphism the story / metaphor requires is to be as close to the readers/ viewers / listeners SUBJECTIVE experience (Doesn't everyone see themselves as the victim? No matter how fortunate they are? Or as misunderstood? Or as a princess accidentally raised by the wrong family? Or as a prince that has been turned into a frog? Secretly someone else, more powerful, more talented, with more rights and privileges?)... to their own definitions of their 'self' and their world, that they can 'enter into' the story and characters and plot, readily, easily, subconsciously...and thus enter a trance reality, the one described in the book / film / story...

If you want to 'reach' people, you have to use stories and characters they can relate to, whether or not their own 'view' of themselves is at all accurate...if they FEEL / define themselves as 'victim', then your protagonist must be a victim, misunderstood, even if the reader / listener/ viewer is a nasty sort, they imagine they are great people, merely misunderstood, so your characters better reflect THAT definition of them...that 'subjective reality', that 'false image' they have of themselves...and THEN you can 'hook' them...draw them in...so they begin emphatically resonating with your narrative and characters, and THEN you can start changing frequencies, to 'carry them' up higher and higher, to be better people...to teach them the lessons the characters are learning, have learned...

Who does NOT identify with being 'the chosen people' with a 'god –given right to the best of the best'...a god-given rights others have stolen from them, and that they are now demanding back...the god-given right to have everyone else serve them as 'gods'...? Who doesn't identify with such ideas? That they belong to a 'master race'...that they are innately 'superior' simply by belonging to some ethnic or religious group? That this superiority grants them privileges and benefits over and above anything they 'earn' through their own effort, sacrifice, risk?

Storying, narrating, metaphoring, etc. encourages the switching of referential indices. This invites the "as if" quality of stories which then begins to work in our minds and bodies. And when it does- suddenly we feel transported to another time, another place, in another body, etc. The spell has entranced us. We lose track of time, place, self, environment, etc. as we go zooming off into new and different worlds and realities. Then, once inside the story, an animal, another person, even inanimate objects transform and take on special meanings. They frequently take on powerful symbolic representations for us. And in the story, we

become storied. Themes, plots, sub-plots, dramas, comedies, tragedies, victories, heroic journey, etc. define, describe, limit, and/or free us.

Thus those people who control the 'narratives' and 'storys' a.k.a our shared and personal 'histories' have the ultimate power of 'leading' us. Leading us to believe we should 'submit' and 'follow' THEM and their representatives. To accept THEIR definitions of reality, in which WE are limited by THEIR will to DO their will.

Isomorphism allows the story-teller to 'reframe' our subjective experience...lead us from taking on our own points of view, into taking on the points of view, of experiencing something, from the points of view of OTHER persons and animals. To empathise with them. To see things as they see them. Experience them as they subjectively experience them. Which is the basis of my 'Optimal Ethics Generator'. And Rawls' 'Veil of Ignorance'...as explicitly explained, and then, in the intuitive tradition of most writers, 'novelised' in my books.

"A friend of mine always complained about her husband being late. But then after he died, she often thought about him and wished that he would just be late ..." 4.
 "I once had a friend who always complained about the high cost of clothes for his teenage daughter. He complained and complained. Then, one day his daughter died in an auto accident. Now when he thinks about spending money on clothes for her- he wishes he had that opportunity

"Have you ever noticed that a wound up rubber band gets loose in hot water?"

The water held captive behind a dam yearns for the sea, not really caring about the dam, but only about feeling true to itself to flow ... ever flow, graciously, gently, yet inevitably down, down, down... toward the sea... And it does so, regardless of what the dam wants."

In Narrative Therapy, we use externalization as a central eliciting process. This refers to externalizing a problem, situation, theme, idea, emotion, etc. By separating person from behavior (and all other functions and production-specially thoughts and emotions) we underscore another central theme in Narrative, namely, "The person is not the problem; The problem is the problem."

"What tactics have you found that Wimping-Out uses to trick you into giving up? How have you stood up to Wimping- Out?"

MHR we can target a belief directly, and encounter resistance / defensiveness / aggression etc, or simply go above that belief, or below it MHR and reframe it ...no-one but ME speaks about going BELOW something ... it is all META reframing...but the REAL secret is to go BELOW a belief...challenge its assumptions...undermine the massively thick defensive walls of the citadel ...be

a 'sapper', and then dig a deep hole under the foundations, by clearly identifying, unobtrusively, as if you were just chatting, the assumptions, the foundations, the entire belief / system is based on / built upon...then the entire impenetrable castle implodes into itself, falls in upon itself, destroys itself...the walls fall down...and the people who thought the walls had been protecting them, realise the walls had been imprisoning them, and they are now free to see 'outside' their little box, their little castle, their fortress, their belief system, their noetic structure, with its dogmas etc...and enjoy more choices, more freedoms, more opportunities, OUTSIDE the limits of their previous fortress / castle / belief systems.../ dogmas / idols of stone...

MHR to escape the languaging / programming we have picked up ourselves, or had imposed upon us, and any combination / iteration of the two, we need to become ZEN practitioners. To let 'the world' speak directly to us, bypassing all the 'languaging' e.g definitions, distortions, deletions, identifications, meanings, labels, frames, tinted lenses, audio filters, mis-directions, statuses, 'privileges' e.g some things are 'privileged in our perceptions e.g we 'see' them, and NOT others...we focus on them, attend to them, and ignore others...so that we let the actual thing, here, now, speak to us directly, and tell US what it is...observe it...attend to it...in all its uniqueness...free form prejudices, preconceptions, etc... and when we do we suddenly SEE and HEAR and FEEL the thing, AS IT IS, for the very first time... for up to this point we have overlayed layers of distorting filters, frames, definitions, assumptions all over it...and we saw THROUGH this distorting prism...we heard THROUGH these audio filters...we MISSED most of what WAS ACTUALLY THERE...while ascribing, adding, super-imposing UPON the thing, things that ARE NOT THERE....

We see the unique creature before us, purring, soft furred, padded-footed, affectionate, charming, friendly, warm, large eyed ... rather than 'oh, it's just another 'cat'...and registering some symbolic 'cat' in our consciousness...rather than seeing the actual 'cat' before us...this is the VIOLENCE of language, and languaging. A violence we do to everything we experience in such limited, LANGUAGED, ways. To the cat, and to ourselves. We turn real humans into chariatures, either 'demons' or 'angels'. So 'Hitler' and the Nazi's are demonised, and 'jews' defined as innocent angels, victims. We react emotionally, rather than rationally, to the 'trigger' words 'Nazi' or 'Hitler' or 'Jew'...as evil monsters, or victims. We don't see the actual authentic people. Just the stereotype. The archetype. The caricature. The cartoon figure. The simplification. The 'languaged' definition. 'A cat is ...'. 'Hitler / Nazis were...'. Prejudged. Preconceived. Prepackaged. Neat and tidy. But doing NO justice to the referents. Bearing very little resemblance to the unique, complex, authentic referent.

We take a living thing, and idolize it. Turn it into a dead thing of stone and wood. Or a dogma. It ceases to be a living entity. It loses most of its REALITY.

Imagine being denied 95% of what you ARE. And having people respond to 5%. Putting you in a 'box'. A 'category'. A 'type'. 'Oh, X is 'blonde'. 'Y is on the Alt Right'. 'She's a lawyer'. And having your entire 'self' limited to a 'slogan' or 'meta-tag'. 'Nazi'. 'Victim'. Sure it might work for you, on some levels, if it means you get 'privileges' for being a 'Victim'. But being a 'Goy' is going to cost you heavily. And even being a 'Jew' is going to. You wait and see.

Calling an animal 'beef' or 'chicken'. Calling a cow 'a milk machine'. Calling a dark skinned person 'a member of an inferior race' is all to limit the unique individual to some pre-packaged slogan and set of definitions which limit how YOU will relate to them, and thus limit THEIR freedoms, rights, privileges etc...

These definition determine our perceptions, our thinking, how we feel, and thus how we act, towards these 'classes' of 'objects' and 'subjects'. THAT is the true ABRACADABRA power of Languageing.

If we allow ourselves to be limited to the abstract levels of languageing e.g prejudices, conditioned expectations, learned definitions, anything beyond actual here, now, sensory perceptions, undistorted, complete, unfiltered, then we will end up living in 'subjective realities' that do NOT correspond to anything like 'objective' reality. We end up following maps that do NOT correspond to the terrain, and thus walk off cliffs, into waterless deserts, drowning in rivers, etc

If we limit ourselves to the existing definitions / beliefs / models/ maps we either wrote in a very rash manner long before we knew much about the world, or simply took 'on faith' from other people, people who claimed 'transferred authority' from other people, and never even had any claim to being good arbiters of 'reality' and 'knowledge', then we limit our choices. We limit our options. We 'take it for granted' that where the map shows 'the end of the earth', we cannot proceed further, or where it shows 'dragons be here', we dare not step foot on that terrain...

The 'Gods' people have language into 'social reality' cannot help or harm you, themselves. But YOUR or OTHERS belief that they exist, and said such and such, and directed us to such and such, and granted so and so certain powers, authorities, and privileges, can easily kill you, and much worse. Fates worse than death were invented as the ultimate threat, by priests. For they could not only torture you in this life, but for eternity. Illusions are the most powerful weapons in this world. They reduce to mere languageing, but upon this languageing the worlds most powerful institutions and individuals have built their worldly power, and control grids. Invisible control and power. The most powerful of all forms of power.

Our challenge, the challenge of all philosophers and 'social reality reformers', a.k.a 'social reality revisionists', is to relanguage our neuro-linguistic reality, and to MHR open up / unlock / unfix / de-idolise / de-program / un-dogmatise / re-animate our paradigms / models / maps / definitions, and turn us all into Humean Skeptics. Seekers who never assume to 'know' anything, and are always open to new opportunities / ways of defining and being and seeing and living... so you get 'stuck' in any attitude, viewpoint, interpretation, meaning, emotion, reality, or interpretation. You don't become a zombie. An 'idol'. A nominalisation a.k.a 'YOU' as others and you have come to define 'YOU', as a fixed value, a fixed personality, a fixed / limited / 'known' quantity...fixed within LIMITS you have accepted without challenging, and others have forced upon you, and won't let you break free of, because they serve THEIR perceived vested interests. THEY are happy to see YOU limited, so that THEY can pursue THEIR Unlimited goals re: Unlimited power, privilege, benefits, influence, wealth, status, resources...

MHR biggest problem is our emotional investment in our models / maps / assumptions i.e associated with loved ones, statuses, privileges, benefits...hopes...and fears...and fear of losing face ... admitting 'wrong'...and the constant reinforcement of our inherited social reality models / maps / definitions from our culture, and the mass media programming...so many things work against our ever WANTING to re-consider...to OPENING UP the debate once more...why would we bother when our own beliefs are so 'self-evident' and 'everyone' believes the same thing? ... especially when 'going outside the box' has negative repercussions for us e.g loss of status, ridicule, rejection, disapproval, abandonment, prison, fines, unemployment, censorship...the people who put the 'social reality' in place, the hegemonies of the hegemonic social reality, aren't going to allow YOU to challenge the social reality that brings THEM so many benefits...are they?

The current 'tagging' of 'Alt Right' and 'Constitutionalists' and 'Tea party' and 'Gun lobby' is an example of rigidly 'sticking' labels, and 'frames' onto people, using the mass media, legal system, and education system. So that people see no reason to 'listen to' these alternatives...to pay them any attention...to consider what they have to say, what choices they offer, what 'Bardots' of opportunity they represent...

The Ptolemaic paradigm conceives the earth as flat, the center of the universe, and the sun as circling it. This was consistent with 'The Bible'. We laugh at people who today claim he was right, and few people open their minds up to accept the compelling arguments in favor of this model. There is no need to 'accept' ANY truth / definition / model / map. In fact we should NEVER assume we have stumbled upon THE correct map / model / definition that corresponds to some 'reality'. THAT is NOT the scientific method. THAT goes against Humean

Skepticism. THAT means we need to be humble in 'truth' statements we make. Always keeping our minds open to new, compelling, data, interpretations etc...

When we accept the power of a voodoo priest stabbing a voodoo pin into a representative doll as a true and inescapable curse that hexes and guarantees death-so it becomes. Autopsies on "voodoo" deaths in Haiti consistently reveal no "natural" cause of death. Somehow, in some way, the person's autonomic nervous system just shuts down. MHR it is possible poisons are also used?

Bandler (Jewish) and Grinder (1975) originally developed their NLP meta-model using another Jew, Noam Chomsky's (1956) Transformational Grammar to understand how language works in the transformation of meaning and how to enrich a person's model of the world.

What we *say* suffers from deletion, generalization, distortion, and nominalization.

We assume things e.g experiences / situations / conditions / people / objects are 'the same' as those in our 'memory banks', and immediately ascribe them the same meanings...when in fact they may be very different...and in any case much more data rich i.e more diverse / full of information / 'different' than our 'boxes' allow ... but we force them into the 'dog' box or the 'blonde' box, suffering a lot of detail rich information to be simply dismissed / filtered out...and the remaining data is then passed through 'filters' so that it 'looks like, sounds like, feels like the data e.g the category 'blondes', already in our memory banks...our stimulus response 'triggers' / 'anchors'...

Nominalisation is 'reification' e.g of sets of relationships reified as 'institution X', sets of tastes, colors, textures, smells, sounds reified as 'object Y', processes reified as states and objects ... idolatry... 'killing' a process dead, and naming the 'dead' thing Z' ... Z for zombie...

The linguistic distinctions of the Meta-Model provide a way to move from the surface sentences back down to the deep structures. Doing this moves us to the fuller representation. And there we can examine the meanings attributed and attached to things in our first mapmaking. This process sends us back to the experiences out of which we made our maps and paradigms.

Bandler and Grinder use developed their meta-model by studying and then modelling gifted therapists such as Fritz Perls, Virginia Satir, and Milton Erickson, as they effected powerful and effective therapeutic changes.

Thus a 'META MODEL' is a model / method / approach / process / way to CHANGE A PERSON'S MODEL... people produce models in some way, or have them imprinted...the meta-model allows us to find out how / what way this happened, so we can give them the chance to 're-imprint' more resourceful

beliefs / patterns / habits ... it is a model for giving people a chance to change their own models...for the therapist to suggest such changes to their subconscious mind...to open the locks, re-suscitate and re-animate the 'idols of stone and wood' as Jesus put it...to breathe life back into the spirit...for the 'fixed' word is dead...it cannot bring life...it is a dead idol...mere dogma...not appropriate for living beings... we can meta-model the paradigm / model (work out how it was constructed, based on what assumptions, deletions, distortions) to clear up the parts that lack clarity or precision. We can then fill in missing or deleted pieces, clear up distortions, and specify generalizations more precisely ,de-potentiating them / invalidating them / under-mining them MHR.

We want a persons own languaging to trigger resourceful, efficacious, generative, positive self-fulfilling prophecy responses. Where it doesn't, we need to work on it until it does. To replace erroneous, misleading, self-defeating, fatalistic, etc assumptions / beliefs with valid, generative, positive, constructive, motivating ones.

We lose or distort important information during codification of experience into language, often adding errors, misinformation, misunderstandings etc. The Meta-Model assists us in decoding the old formations and getting back to the original experience. From that experience we can then create a more productive map. We learned things too fast, originally, or too un-consciously, for them to be the optimal / best maps / models / assumptions / beliefs possible. But now that we survived to a state where we have the luxury of time and security, to go back to them, we can re-visit the process, re-start it, re-investigate the 'cold case', open up the locked doors and windows, open up the investigations, revisit the 'evidence', chase down new tips and clues, re-interrogate suspects, and do all this at a leisurely pace, with no sense of urgency, no dire threat to our survival, with a huge amount of new resources not available to us at the time, including information, and an understanding of how we code and decode, and 'jump to conclusions' and can be 'misdirected' and 'misinformed' and 'mislead' and 'tricked' and 'deceived' and 'conned' and become the victim of 'noble' lies, propaganda, social conditioning, marketing, advertising, education, etc...This is all very Freudian and Humean ...

Ironically Chomsky himself rejected his own theory of Transformational Grammar, which supposedly inspired Bandler.

We listen and observe to discover the cause-effect relationships people ascribe, the meanings they ascribe particular things / conditions / relationships / experiences, what associations they have built / ascribed between things i.e 'meanings' constructed, their values and priorities, how they define themselves i.e which of their experiences etc they 'identify' with as being their 'defining characteristics / properties', the assumptions implicit in their beliefs which they

may not realise are assumptions, and the assumptions they have simply taken for granted as being 'true', nominalisations they have made i.e processes that are really open but which they treat as 'closed cases' e.g failing at something, defined as a complete / finished/ fait accompli / beyond recovery-change-revision 'failure', and the way they operate in the world, their 'modus operandi', as indicated by the modal operators they use, i.e indicating necessity, possibility, impossibility, choice etc, and listen / observe for 'deletions' and 'distortions' in the attributions made, and what has been said and left unsaid, assumed rather than demonstrated...

MHR if we can bring a person to see how they have constructed their models, and that they ARE models, and NOT reality, that we cannot 'know' 'reality' per se, but we can attempt closer correspondences to it by avoiding assumptions, remaining at the lowest levels of abstraction, ensuring our data sets are complete and free of unjustified assumptions / beliefs, we can free them to generate better models...that serve THEIR happiness better...which is T vol I. and II and III.

If someone says, "I'm really depressed!" we can meta-model, "How specifically do you know that you feel depressed?" Typically, the person will access their reference experience and give us the pictures, words, sounds, and sensations. This brings up the pre-paradigm data of the map. As we "go back to the experience" out of which we mapped our reality, the Meta-Model questions trigger transderivational searches (TDS). We "go inside" to find (or re-experience) the fuller structure-the original experience as we remember it. A.k.a a transderivational search.

MHR...the 'meta-model is basically my 'interrogation' of beliefs...in T vol. I

MHR NLP assumes that every person has access to many more resources than they are accessing...they are simply failing to recognise these resources...including their own past experiences of successfully coping etc...all the positive feedback the world has actually given them but they ignored / missed / overlooked / dismissed / rationalized away etc...they can use the same processes they employ to get the symptoms they don't want, to get the things they do want...the symptoms are an expression of their personal power, misplaced / misdirected ... glitches and bugs in their programming...that can be corrected...so the power now producing unwanted symptoms is directed towards producing / generating desired outcomes etc... the world has everything they need...they are competent and have everything they need...their representations are simply faulty / erroneous ... they are inputting erroneous data into sound programs, or correct data into corrupted programs...i.e 'dis-ease'... Socrates assumes that if people know 'the good', they will behave ethically...so all you need do is show them 'the good'... we have become conditioned into limited responses i.e limiting beliefs reduce our options...the balanced, resourceful

person has more choices of response, including more constructive / generative / productive / positive / positively self-fulfilling responses...Vs the phobic, rigid, fixed, limited responses e.g compulsive responses...leaving no options...e.g terror Vs calm, alert, caution allowing for reasonable / logical / rational / appropriate / constructive / optimal / proportionate responses...how to respond to setbacks / rejection / objections etc...rather than 'knee-jerk' despair, giving up, terror, incapacity etc...

MHR question is 'which 'impressions' originate in the world, and which originate in someones mind...ours, or another's...which beliefs are ultimately founded in some 'sense perception' or 'sense impression' i.e induced by a person, self or other, and which are abstractions i.e exist only in someone's mind ... ours or other's minds...and which are deductions from some previous inductions? ... and which are mere deductions from assumptions...i.e if we assume X, then Y follows, is logical, but won't produce 'knowledge' or any close correspondence with 'reality', unless the assumptions are correct...and unless they are first person induced from sense perceptions, which are validated by others, at different times and places, then these assumptions are no basis for forming sound beliefs about the world...Hume showed etc....

A FRAME is a context...and in physical terms it would be not just the frame around a painting that a person has painted, but a series of filters layed over the painting itself...that distort, delete, and blur out the paintings details...it is our job to remove these layers, to reveal those details...and find out how the person actually PAINTED it in the first place...what that painting is based on...some experience...did they paint it realistically? Is it a full depiction of what is depicted? Did they exclude certain elements of the thing they were painting? etc

The frame represents the PROCESS by which an experience / meaning is encoded into language, then expressed. This process can introduce all sorts of artefacts, distortions, deletions, nominalisations etc...we need to reconstruct the process, by reverse-engineering it, based on what we expect a full complete representation should contain, and what is actually present in the person's expressions ... to deconstruct the process...from what is and what is not present in the output...what the person says...the PROCESS of encoding from experience and conditioning into 'meaning' i.e representing that experience and meanings as symbols, language, images, sounds, etc...is rarely perfect...we need to go back and do some 'forensics' on their utterances...what are they saying, what not saying, is what they saying likely the complete representation etc...

We PROCESS impressions / information etc to encode it into language and other symbolic systems. Faulty processing can corrupt even the best data. But often the data itself is faulty, and so the perfect processing still produces garbage a-la GIGO...

Looking at the same thing from different points of view will produce different outcomes in terms of 'what this MEANS'...hindsight is the perfect example, where the 'meaning' of things changes with the benefit of hindsight i.e fuller information, perspective of experience / age etc...and thus, in hindsight, we say 'I would have behaved / responded differently', with the benefit of additional information, insights, etc...

All this proves the potential for 'framing' to be abused by those in power, to 'frame' all our understandings, meanings, and thus control and manipulate our emotions, feelings, impressions, and ultimately the actions these feelings, impressions etc motivate us to perform...e.g fight wars, pay taxes to criminal organisations i.e protection money to priests / IRS / governments...

"Meaning" does not exist in the world. Meaning only, and exclusively, exists in a human mind. It does because it arises as a function of abstracting (i.e., thinking, evaluating, explaining, attributing, believing, interpreting, ... the basis of neuro- semantics and NLP...

We can take back control of our framing...interrogate our conditioned / learned habitual / patterned framing behaviors...choose frames that serve US better, and replace them with these...freeing us from the hegemony and the frames they have hegemonically placed upon us, as 'impression engineers', 'belief imprinters', 'opinion manipulators', public relations experts, advertisers, lobbyists, spin doctors, politicians, conception managers, deceivers, 'noble' liars...from Plato to the New Con-men, the NEO-CON men...

The frame-of-reference we put around a stimulus totally determines the meaning it has for us in how we experience it. By reframing, we attach new meaning to the same sensory stimuli to generate new responses in us. In reframing then, we do not change the world, we change our meanings that we attribute to the world.

Symbols, words, and language can turn life into a living hell, full of monstrous fears, dreads, hates, etc. or into a living paradise of delight, love, wonder, growth, appreciation, and never-ending learning.

N.B at least one author of this book is Jewish, and learned Hebrew WTF !!!

Run the "problem" through these reframing patterns. We play with the idea, tearing it to pieces (deframing), giving it new meanings (content reframing), and then outframing it every which way but loose! Frequently, when we started, we both had a stunned sense of feeling both stuck and hopeless. "What in the world can you say to that?!" But in every single case, by the time we finished zapping the line with our magic--we felt a certain touch of ferociousness, "Give me another one! Bring it on! Let me have at it!"

MHR Re: conflict aversion, copy 'The problem is, there are no problems' as motive to confront problems while small, manageable, encourage etc...N.B I have a lot of material in T vol.I for management / win friends and influence people etc...and this stuff on social reality etc...

The transformation of meaning via &Onversational reframing.

Consider 'framing' in the context of context...open a dictionary, look for the meaning of a 'word'...you will soon find that in different contexts, even a simple word has different meanings...the meaning of the word is 'framed' by the context it is being used in... And that is just the DENOTATIVE meaning. These denotative meanings will be shared by speakers of the same language, who comprehend the context i.e are thinking of it in the same context, and also know the meaning of the word IN that context. But what about CONNOTATIVE meanings? The personal associations each person has with each word, and the thing it denotes. All in T vol. I.

"Do you know the frame out of which you operate?" "Does the frame serve you well?" "Who set the frame?" "Do you want to set a different frame?"

We associate various stimuli with some response and thus the "stimulus" "means" or equals or leads to that "response" in our nervous system.

In one of the big earthquakes that shook southern California in the 1980s-just prior to the quake, a mother became upset with her little 5 year old for slamming a door in the house. Just as she began a new rebuke and stating that "something really bad will happen if you keep doing this," the little boy slammed the door and then the whole house shook and trembled, dishes crashed to the floor, lamps came tumbling down, etc. This absolutely terrified the little boy -who in his nervous system-connected "slamming the door" with causing an Earthquake. He also connected, "arguing with mom" as leading to an Earthquake. This illustrates that the "logic" inside the human nervous system doesn't have to be "logical" in a formal way, reflecting the best of mature human thinking. The psycho-logic inside the nervous system can, and does, connect all kinds of irrational things together. "Yet once it links something with something else--the brain, nervous System, and all connecting human tissue (which means all the Somatic, physical, body stuff inside you!) "knows" at a neurological level that "slamming mom creates devastating effects!" This creates a 100% "intuitive" knowledge.

Korzybski's work in General Semantics; Cause -> Effect statements (C-E): This X leads to this Y. Complex Equivalences (Ceq): This X means this Y. Identification (Id): This X means this Y about me.

E.B. > = I.S.

The EB in the formula stands for "This external behavior that I can see, hear, feel, smell, taste, etc.," and the \geq stands for "leads to, equals or equates with," and the IS stands for some "internal significance, feeling, state, etc."

In This Way We Create The "Magical Meaning Box" This happens because "saying" and thinking that something equals something else makes it so—at least, it makes it so in human neurology. "When she looks at me with that expression, I feel discounted." "When he talks to me in that tone of voice, I know he is angry with me." In this way, we actually and literally speak "reality" (i.e. our internal, subjective reality) into being. Once we do, it then begins to run our neurology (e.g. emotions, behaviors, responses). Further, this magic meaning box functions like a "black box" inside of us. What does this phrase refer to? It suggests that most of the time we don't have the slightest idea of how we have constructed our meanings, or what meanings operate within us as our "programs."

Meaning primarily Operates at un-conscious levels inside us. They operate as our meta-frames of references, and so like the canopy of the sky that provides our atmosphere, meaning exists as a conceptual canopy that we seldom notice. And yet we breathe and live and move within it, and it determines most of our experiences, emotions, states, etc. After all, it governs the weather of our mind-and-emotions. Finally, these languaged equations that connect things generate our "meanings." This makes them central to our experiences, skills, abilities, emotions, etc. To change we have to change these equations. And when we do change the equations (the neuro-linguistic equations)-magic happens. Everything becomes transformed. New realities pop into existence.

We also think about our thinking. We have feelings about our feelings. '

Our brains can have thoughts about thoughts, and then more thoughts about those thoughts. We refer to this kind of neurological functioning of the brain as "reflexivity." This means that the processing feeds back into itself so that as a cybernetic system, our brain processes its own previous products.

MHR migraines / overload / anxiety...imagine a computer program that is programmed to 'record' its own output ...setting up a feedback loop...it is told 'watch out for the boogey man' (terrorist, car accidents, unemployment, corrupt police, bullies, mobbing, hell, the devil, disapproval, rejection, abandonment, poverty, war, nukes, criminals, con-men, 'men', 'women') and inputs this, and becomes a little anxious ... or it is 'beaten' (the equivalent of a really strong 'command' line) and is suddenly imprinted with a great fear...a 'one shot / one command 'learning')...and it then reflects on this anxiety, thinking about its sources / causes, maybe identifying even more potential 'causes' of the same anxiety, and becoming more anxious, and expressing this, then recording its own expressions, and 'thinking about anxiety and all the things that make it anxious', and each time the amplitude increasing, as the same signals are being outputted,

re-recorded and re-outputted, over and over, like standing waves of audio, or like deeper grooves in an etching, or more vivid colors being layered, becoming more intense, more vivid, each time, until the computer is in a constant state of worrying about all the 'boogey men' and also worrying about why it worries so much, getting anxious about all of this, and sooner or later 'feeling' that 'life just is not worth it', falling into despair, and thoughts about the 'reasons' for this, and thoughts about despair, and the utter hopelessness of life, with all these boogeymen, all this anxiety, all these worries...

Reflexivity refers to the fact that the 'meaning' a thing has IS its relationship to all other 'things', and the meanings THEY have, is their relationship to THIS individual thing. Mobbing and bullying occur among the 'meanings', so that groups of meanings (noetic structures / belief systems / models/ maps / dogmas / 'first imprints' / association-nodes / metaphoric systems) tend to 'push around' the individual meanings, and force them to conform to THEM i.e force THEM to SUPPORT them, in the usual 'human' ways, and most individual items then do adapt themselves / conform / change / submit to this tyranny...so the individual 'meanings' corrupt themselves / censor themselves...and comply...pretend they are something else, so as to 'go along to get along'...and so the 'bully' meanings become hegemonic...and end up 'framing' EVERY OTHER MEANING' in the system...i.e EVERY OTHER MEANING is distorted / twisted / spun / deleted / squashed etc until it appears to REINFORCE the hegemonic meanings ... in effect we end up 'not believing' our eyes, ears, nose, taste, hands' and instead 'believing' the hegemonic definitions / meanings ascribed to things. So sex is bad, being kind is weak, beauty is 'unfair', intelligence is a threat, freedom is evil, ... all the 'perverse' meanings that arise when meanings interact, and the most 'powerful' are given hegemonic rule over the individual impressions / meanings...even the 'sense impressions', the 'sights, sounds, touches, tastes, smells', which ideally would have an 'override' feature, and be given the highest priority as 'data' and 'information' for the cybernetic systems, are ignored, pushed to the background, distorted, filtered, deleted, to avoid making the hegemon 'uncomfortable' and challenging their hegemony, their 'truth value', their 'power' over the entire system. As above, so below. AS in our personal cybernetic systems, so within our social systems.

MHR complex equivalences e.g that being kind is equivalent to being weak, a failure...that being Alt. right is equivalent to being a Hollywood Nazi in a 'death' camp, murdering 6 million people against all the rules of physics and chemistry...not being assertive is being 'safe' and 'good' and won't anger 'father' or 'mother' i.e won't threaten your approval / acceptance...and by association, these 'rules' being generalized to 'go along to get along', 'don't rock the boat', questioning authority is bad, the government is good, war is necessary, consume, obey, reproduce, endure...

Whatever meaning we have imprinted / learn / induce / deduce becomes neurologically "real" to us. It puts us into "state." It governs our neuro-linguistic states of consciousness. It can then modulate both our central and autonomic nervous systems.

MHR The term "meta" means 'above, beyond, about...beliefs about beliefs, feelings about feelings, concerns about concerns, worrying about worrying, anxiety regarding anxiety, so that we produce feedback loops i.e the output becomes an input, and amplifies it...or places it within a frame / context which modifies the original 'meaning' to produce a new meaning...for better or worse i.e can take a good meaning like 'noble' and attach it to 'lie' so have 'noble' lies...take a good 'ends' and attach it to an evil 'means' a.k.a 'the means justifies the ends' i.e we have 'spun' evil into good, by 'framing' it in the context of 'good' ends...so now every evil is 'good', as long as we can 'associate' it with some 'good' ends...and so we fire bomb 100,000 women and children in one night, as the 'means' to the 'good ends' of 'ending the war' i.e bombing of women and children...

The Jew World Order Neo-CON men have 'framed' total theft of YOUR constitutional rights and liberties as 'for YOUR protection', in YOUR interests, to 'DEFEND' YOUR LIBERTIES AND FREEDOMS ! Now how is THAT for spin / framing?

When we 'process' meanings in these ways i.e outputting them and re-inputting them, we do the same thing a music mixer does when mixing tracks for a recording...adding 'filters' and 'distortion' and 'editing out' bits until the 'whole' 'feels' right...even if most of the inputs are now 'fake' i.e NOT real i.e bear little resemblance to the original inputs i.e recorded tracks...most of the original inputs have been edited out, distorted, and filtered...to produce a 'coherent' and 'pleasing' final set of tracks...in the same way our minds operate with 'beliefs' and 'sensory inputs', inductions, and deductions, definitions, etc...our minds seek this 'pleasing' 'coherence'...at the expense of authenticity, genuineness, correspondence with 'reality'... of course when the band perform the same song 'live', we get to hear the 'reality'...and understand why the producer and engineer, the 'impression engineers' and 'social reality producers' went to some much trouble to 'sweeten' this 'reality'.

The same 'impression managers' and 'public relations' experts who 'touch up' and 'paintshop' models in magazines and movies, and prepare 'stars' for public appearances, also 'touch up' images claiming to show a 'blue green spherical planet floating in space' a.k.a NASA's totally fake 'photos' of earth from space...and they also continually, with multi-billion dollar budgets (yes folks, your 'government' spend Billions annually producing a fake image of themselves, one that suits THEIR ends, flattering themselves, making wars seem

good, or at least necessary, making THEM i.e government, and military etc seem necessary...even their trampling all over your rights appear as 'good' or at least necessary...they need to pain huge, scary 'threats', so that the 'ends' of countering these / protecting you from them, seem to justify ANY means 'necessary'...so you give up all your rights to protect them...from whom? ... the 'enemies' your government spent billions of your dollars manufacturing...as real threats, or imaginary ones, in your mind...through all this huge budget, hegemonic, all encompassing Hollywood production called 'social reality'.

MHR note that our 'pattern' seeking mind constructs possible cause-effect relationships from the flimsiest of suggestions i.e either suggested by proximity and before-after as in Hume, but at least based on induction from direct sensory impressions i.e sight, sound, touch, smell, taste, or much worse, at far remove from such sensory integrity / authority / authenticity / correspondence, at much higher levels of abstraction, by our mass media hypnotists as post-hypnotic suggestions, which of course also abuse images etc in the form of vivid advertising, PR campaigns, movies, etc...

The value of a higher level abstraction is that it applies to more things, than a lower level, concrete, sensor impression based one...e.g knowledge about how this particular person will react to X, is great to have if you only have to deal with this person and X ... but we want 'universal' meanings / patterns / laws, so we can predict how ALL people will react to X, and Y, and Z...so GENERALISATIONS have a superior value ... and we naturally seek them out...construct them, from the flimsiest of deductions from usually unreliable inductions at best, but worse, from OTHER highly abstract deductions... so we tell stories about stories, argue about characters in our narrative as if they were real, when all we end up doing is arguing in circles about illusions and imaginary characters, plots etc...'how many angels can dance on the head of a pin' and 'when is it O.K to torture a person or other animal', or simply kill them?

Most of most people's times are literally spent thinking about people that don't really exist i.e we only see a projection of them, what they chose to show, what we noticed etc...and worse, mere characters in a drama set up for us e.g 'terrorists' are mostly actors, false flags are us killing ourselves etc...we are thinking about 'them', when 'they' are just fabrications / constructions / the products of the minds of the social engineers and the professionals they hire to 'write the scripts' and 'play the roles', and 'set the scene' and 'produce the 'film' called 'social reality'...

So the greatest potential asset, a 'generalisation', becomes our worst enemy, at times. Generalisations like 'as you do unto other sentient beings, so shall be done unto you' are great. But who can turn THAT generalisation to their personal, narrow, material profit? Can you use THAT generalisation to get people into

wars, buying your military products, giving you power to order them about, like slaves, even to the point they will kill each other, and babies in their mothers arms?

So the generalisations that get the most financial backing are those that can be used to centralise power, wealth, privilege, resources, in the fewest hands. War does that. 'Noble' lies do that. The idea that 'the ends justify the means' will do that. Just keep the ends vivid and desirable, but just out of reach, just one more war away, just one more mass murder genocide of women and children away...so close the people can almost taste it, so that they are sure 'this will be the last time people will be killing women and children, this will be the end of history, just win this one last war, as horrific as it is, and we will have our heaven on earth, our utopia...keep that vision vivid, but vague enough so that everyone can project their own version of the perfect world for THEM, onto this broad canvas, so everyone will kill and die for THEIR version of it...

And so we are constantly fighting the new 'war to end all wars', and giving up our constitutional rights / freedoms / liberties, in a 'war to end all slavery', and sacrificing all our economic resources in a 'war to end need'...submitting to the most horrific forms of injustice in a 'war to end injustice' ... but all we get is endless war...because war is NOT the means to an end, but an end in itself. War is used to justify murder, rape, theft, genocide, slavery, injustice, etc...and THESE are the REAL ends of the hegemonies...eternal war...

These ENDS do NOT justify ANY means, for any reasonable, rational, VICTIM of the hegemonies. They merely serve the perceived interests of the hegemonies themselves. Those who use 'government' as a means to their OWN ends. And use YOU as a mere means to their ends.

So the power of generalisations usually ends up being used in ways that HARM you and yours. Sadly.

So we need to go back to the source of all our beliefs. Find out how we constructed them. How others influenced us in their construction. How we made mistakes. How others manipulated us into making mistakes. Which constructions we simply 'accepted' as complete, whole models e.g 'religions' and 'ideologies'. So that we can start from the beginning, from 'sense perceptions' made all the wiser by Humean skepticism, the 'thoughts about thoughts', and 'beliefs about beliefs', the 'observations' of the limits of observation, a.k.a what we can know, to what level of certainty, and what we can NOT know, and how we should thus proceed, Heuristically, to build models, draw maps, construct patterns, generate 'meanings', 'relate' things to each other...

These 'beliefs' and 'meanings' and 'definitions' and 'models' become neurologically "real" to us. They place us in particular 'states'. Of mind, of

emotion, of motivation. And then in physiological states, and material states e.g family, war, work, slavery. Beliefs determine our neuro-linguistic states of consciousness, which modulates our central and autonomic nervous systems.

MHR the hard work, sweat, sacrifice, and risks involved in building your dream home for yourself and your loved ones has an entirely different MEANING to the same sacrifice, risk, effort, and sweat invested in building your own prison, your own work camp, your own torture chambers, your own extermination facility. But imagine if you could trick the workers into building thinking they are building the first, when they are actually building the latter?

MHR the mass media / government use distractions of positive and negative variety to keep you from paying attention to things that require real focus / attention / concentration e.g working out what is really going on...like the loud music next door makes it hard to focus on what you are reading here, sending your mind off on tangents, getting irritated, frustrated, angry at the neighbor, trying to be 'tolerant', but getting your blood pressure up at their lack of consideration...your mind wanders to lots of things, and though you've been 'reading' for the last few minutes, you have NOT idea what you've 'read'...any sort of distraction, worry about nukes, terrorists, debts, viruses, health care, unemployment, 'not being beautiful enough', 'appearing racist'...or porn, escapist romance-porn, utopian illusions , ...stardom, fame, fortune, pay rises, holidays, new cars, new clothing, ...

A RESOURCEFUL frame of reference / definitions / belief system is one that recognises you will need to work at something, but that you can overcome objections / obstacles...and at the very least end up with something worth the effort...if not the actual original goal...one that harms no sentient being...that does NOT generate a benefit for one person at a cost to another...that motivates effort, concentration, discipline, investment...but balances these ... so that the means become the ends, the process becomes the objective, the actions become the object i.e life itself worth living, now, rewarding, satisfying, Vs suffering now, and now, and now, and most of your life, for some 'future' happiness / reward...that balances Apollo and Dionysus...abandonment to pleasure and discipline...balance between future preference and present preference...etc...

Would now represent a good time to do this? Describe this person's current state. What things has this person had to deal with that might significantly effect their receptivity to our offer of an alternate belief / definition / frame?

Disorientation / confusion / dislocation all represent opportunities i.e Bardots of opportunity to 'break a habit' , 'break a pattern', 'stop re-producing a pattern', press 'pause' on the mental chatter / self-talk / noise ... be in the present, now...free from the 'movies' running in our mind relating to past and future...here, now...present...potentially able to attend to reality...to something

NEW... to considering ALTERNATIVE beliefs / definitions / ways of being and seeing and defining...

Adopt a playful and deliberate mindfulness , and bring it to bear upon the process of learning to produce a presence of mind while communicating that the Zen 'Sensai' and the best therapists of all time, have enjoyed, and reap the same positive results they achieved with their students / clients.

We have to be in the optimal state to achieve the optimal results...conversational reframing ... or formal therapy...or formal trance induction...all require the optimal state in the practitioner / leader / inducer / therapist / trainer / teacher...you have to resonate what you want to manifest...personally...

MHR include T vol I chapters on communication, social reality, cognitive dissonance, free will, conflict management...nature of meaning, ...

There are non 'failures', only feedback...never identify with a non-success...or allow others to...i.e go from 'I didn't succeed exactly as I wanted to here, so that means I am a total failure, or can't do this, etc'...say 'I learned something that I can use to continue towards my goals...so go from being scared of 'failure' to curious, interrogative, calm, alert, playful, ie ZERO EMOTIONAL INVESTMENT in 'failure'...neutral, factual, interesting, FEEDBACK...use it to redefine / reconsider our / other's models...use as model building information...dissociate from it emotionally so it never 'harms' you or reduces your motivation...let the feedback apply to what you are doing, not what you ARE as a person...about your behavior, not your 'self'...get clients to do this...reframe as feedback...which is only ever good, because it provides information for more accurate model building, more optimal process generation / construction / designing / implementing...

No-one can mind read, or 'put' a meaning in someone else's head...though they can INTEND harm or good...never assume your utterance has been interpreted as you intended i.e that you have 'shared' what is in your own mind, with another mind a.k.a 'communication'...check to see if what you encoded, and transmitted, was decoded, as intended ... so you are sharing your map / model...use direct verbal questions, and observe non-verbal cues ... if transmitted news expected to evoke / elicit a particular response, observe for it...how the person processes it...did you 'miss' this time? How can you encode in future, and transmit, to ensure greater correspondence between what is in your mind, your intended meaning you want to communicate / share with others, and what your interlocutors appear to be 'receiving' / decoding / getting...is what they 'grok' from your total communication i.e verbal and non-verbal, what you intended them to 'grok'? Did you achieve an isomorphic, one to one, re-mapping / reproduction / replication / communication? Do you now both share the intended meanings? Is what is in your mind, now in their mind?

You can never know what your interlocutor 'understood'...what meanings your utterances and gestures produced in their minds...their own process of decoding your transmissions are a 'black box'...never assume anything...check for correspondence...for consistency between their responses and what you communicated...between their verbal and non-verbal responses...expect misunderstandings, seek them out..

If a person is offended, becomes angry, etc, that is THEIR process...if you didn't intend it, don't 'own' it...get them to 'own' it...but be brutally honest with yourself re: your motives...take responsibility for what you have response-A-bility for i.e your OWN intentions and actions...

I "am" so much more than all of my thoughts, feelings, speech, and behavior! I shall not reduce either myself or others by labeling, name-calling, insulting, or contempting...focus on the process...not the person...assume they want good things...and help each other get them...

'Interrupt' someone's process a.k.a zen whacking stick, with a joke, non-sequitur...people often don't listen...just wait for a chance to say what they are formulating while others are speaking...if you interrupt this, they start attending / listening...you open a bardot of opportunity ...

Work towards playful rather than combative, competitive, defensive, aggressive states...constructive / productive / generative / flexible states and processes...assume nothing is 'fixed' and beyond doubt...Humean skepticism is the ideal 'state' ... see T vol I.

Reframe confusion, discomfort, feeling stupid, feeling lost, etc as a step in the right direction i.e indicators that you are undergoing a process that is going to be great for you...that you are on the way to learning something powerful and valuable for you and yours...don't fear this feeling...embrace it as something wonderful and positive...confusion is the step before learning, and new understanding, new skills, new information...many people avoid learning something new because of this initial step of discomfort / confusion / feeling inadequate, feeling 'at a loss'...it is easy to step back and avoid this feeling, but you miss out on what the new learning has to offer...take it in your stride...those who think they know are the fools...those who pretend to 'understand' are foolish...those who accept that they do NOT know, and do NOT understand YET, are the ones who go on to great achievements...they work through the discomfort...feeling foolish and incompetent...knowing this is all part of the process towards accomplishment...gaining those new skills and understandings...

Accept not-knowing and become curious about what you don't know and what you can know , rather than become stupid by pretending you know...remember

people throwing papers at me in lectures when I asked questions, wanting to understand, and admitting I didn't, when they wanted to just rush on? Who got the H.Ds etc? Sadly most people attend 'courses' just to get 'qualifications' and jobs / money /status...not really caring whether they understand or not...so most 'professionals' don't really understand what they could ... if they had a better attitude...

To be a real magician you need to learn 'meaning shifting'... just like 'shape-shifting' is where you 'enter into' being a different animal...we need to become playful with 'meaning'...it is OUR construct... it is the product of our own minds...ideally...though usually the produce of someone else's mind...and do you think THEY care more about you than YOU do? ... do you want to give up that power to define reality...to decide what something MEANS to YOU? Remember, killing and dieing means omething different to YOU, than they do to the Generals, the politicians, the priests, the banksters, and all the other people who BENEFIT from you killing and dieing. Do YOU benefit from your own death? Or from murdering women and children in a foreign nation? Or even your own?

Pleasure, pain, relief, ... those are the REAL things in the world...nothing else exists...so it is time to define for yourself what processes, behaviors, definitions, etc will best ensure YOUR pleasure and relief, and avoid YOUR pain. Do you really trust OTHERS to do this decision making on your behalf? Are they going to get YOU the best basket of pleasure, relief, and pain possible? Or are they going to use YOU as a means to THEIR ends? Be honest with how YOU treat other sentient beings, such as cows, pigs, chickens, that YOU have power over...do you consider THEIR best interests? Why should those with power over YOU treat you any different?

The BEST thing is that as the only REAL things are pleasure, pain, and relief, and that THESE are all constructed in our OWN minds...we have the power to BE CAUSE...we have the ultimate, only meaningful power..to determine whether we will respond to some unknowable stimulus by feeling pain, pleasure, or relief, and all the other emotions and feelings associated with, deriving from these...THAT is power...don't give away your power to just anyone who claims they 'know' better, that some 'god' told them, that you should submit to THEIR definitions of reality, and become THEIR slaves...

A phobia is the clearest demonstration of how we simply 'learn' to connect some stimuli with a whole set of responses...allowing it to 'trigger' these automatically / habitually...as if X can cause Y in us...cause fear, terror, anxiety, confusion, pain, horror, aversion, distract us totally from any rational thought...the 'trigger' object / situation activates 'nodes' of meanings, 'connotations', 'associations', which trigger emotional, mental, and physiological states...the phobia may

appear absurd, fatuous, beyond contempt, stupid, silly, ignorant, superstitious, ridiculous to anyone who does not share it...the responses totally disproportional to the 'threat' or 'risk'...sometimes there is no apparent, obvious, rational risk or threat at all...but as we make fun of other's weird fears, we are really overlooking how we ourselves, in so many ways, behave just as ridiculously, in our daily lives...we need to take the obvious and learn from it...it is so extreme, we can't fail to notice the incongruencies, irrationalities, etc in the 'meanings' people have ascribed to harmless situations and objects...what we need to do is move backwards from these most extreme, obvious cases, to our own daily processes of meaning construction...things we fear, that are really silly...like terrorist attacks, when the odds of one (even given that our own governments carry them out as false flags) harming you are less than the odds of injury or death from slipping on a wet bathroom floor...

Our responses / interpretations of any 'objective reality' become emotions, feelings, behaviors, actions, institutions (the response institutionalized as a habit / phobia / state / organisation e.g church / state / school / education system / military etc) and 'objective' objects like buildings, guns, bombs, roads, cars, guitars, music, art, ...

Every 'decision' we make, or is made for us, is a product of someone's 'meanings', 'emotions', responses, interpretations, definitions...the very same process we've been describing...produces the world we live in...the social reality..the rules and laws...the collective insanity or utopia...we endure or enjoy...and pass onto our children, or inflict on them, and all the other sentient beings we share this world with...so we need to start ATTENDING to it..becoming conscious of it...interrogating the process...deciding if the assumptions implicit and unstated, that underly all our meanings, and thus actions, and decisions, are sound, valid, reasonable, justified...or simply 'given', 'assumed', 'ascribed', 'imposed' upon us by others, and at very least the products of our own, faulty, erroneous, corrupted, poisoned, polluted, managed, misinformed, misdirected, manipulated, processes of meaning construction, or 'reality' construction.

We need to become meaning MAKERS rather than mere meaning CONSUMERS...that is, take responsibility for constructing our own meanings, rather than allowing others, through the mass media, religion, education, propaganda, advertising, public relations, etc, to impose meanings on us of THEIR choosing...meanings that serve THEIR perceived vested interests, rather than our own, and our shared, REAL interests as humans, and sentient beings.

We have to lay bare and transparent to processes by which we define reality, and thus how others define it, and how others define it for us. We have to recognise our own folly, mistakes, errors, and then those others are making, and have made.

We have to realise the power of ‘impression engineering’ and ‘spin doctoring’ to manufacture social realities, to impose meanings, to prevent us seeing and hearing / bypassing other people’s filters...the filters of social reality...of the hegemonic social reality...

The simplest way to ‘divide and conquer’ is to ensure groups defined by some arbitrary factor like geography, ethnicity, nationality, etc are all given different ‘social realities’, so that they always feel in conflict with each others ‘values’ and ‘beliefs’, and will never share a common social reality, and thus never live in peace...this is what the Jew world order have done over the last few thousand years...with religions, and ideologies...which offer different groups different definitions, meanings, and thus methods of achieving their ‘utopias’ either here or in some after life...

Until YOU are willing to see the folly of your beliefs, how can you expect others to see the folly in theirs? Why should THEY be the first ones to admit they’ve been duped, tricked, conned? What makes you so sure YOUR definitions are so ‘self-evident’ that you can afford to laugh at others beliefs? Start with your own beliefs...then worry about others beliefs...THAT is the solution...and once you have modelled how you were tricked / deceived / muddled / distracted / misdirected etc, you will know how to help others free themselves from their mind prisons .

Add stuff on ‘operatinalising’ / ‘operationalisation’ of meanings i.e in practice, what X means...how do you ‘work with’ X in daily life, in the ‘real’ world, vs the ideal concept of it...allowing us to be more specific, and blow away generalisations and abstractions that have no real basis in ‘reality’ i.e sensory perceptions , or actual ‘real life’ decisions making ...

Specifying enables us to index the specific referents: who, when, where, how, in what way, to what degree, which, which is basically the process of operationalizing our terms, specifying, specifically, in concrete sensory / empirical / behavioral terms a.k.a what we see, hear, feel, smell, and taste terms, and actually DO, precisely what we mean by a specific idea, concept, belief, meaning, definition. This is what TRULY defines our utterance / idea. How it is expressed in the real world. Not in some idealized, highly abstract, utopian idea that exists only in our heads, or the interlocutors heads. Often the interlocutor has no useful definition / real idea / concrete idea of what they themselves ‘mean’...often they are bluffing, or employing ‘noble’ lies...i.e they don’t believe X will bring Y, but they want X, so they lie, and pretend that it is certain that X will bring Y , e.g mass genocidal revolution will bring peace, prosperity, an ideal state, a ‘utopia’ that will ‘end history’ and be enjoyed for all time, in security. They are often disingenuous at worst. And at best never really interrogated the assumptions they are merely reproducing i.e transmitting, after

being 'persuaded' by someone else e.g the 'true believers often don't really understand what they really believe...their 'certainty' and 'faith' is just bluff...unquestioned....they pretend to themselves they 'know'...but really do NOT understand what it is they claim to know...and become the more violent in their means, the less sure they REALLY are...feeling the necessity of censoring any criticism / challenges / interrogations, for fear that their 'beliefs' will shatter, fall apart, crumble, evaporate, if in any way challenged / operationalized/ made more specific...the devil is in the details...so they operate by slogans, vague utopian visions, highest level abstractions...for fear of being 'outtted' as 'frauds'...

We need to identify, what was the initial stimulus...what is it that the person produced their meanings / definitions from? An experience? A long term repeated conditioning? Something someone told them or they read? What are they REALLY responding to? Something concrete in 'reality' i.e sensory perception of vision, hearing, touch, smell, taste? Or some highly abstract idea they have 'taken on faith' and simply 'accepted' as a 'suggestion' of some authority?

Then we need to identify what internal state has become 'paired' or 'anchored' to this stimulus. What emotions, feelings, physiological reactions e.g stress, muscle tension etc, the stimulus 'triggers' in the person. To analyse and break down the process by which they get from 'The trigger is present' to 'I'm in a total state of irrational panic and terror'. How do they go from being a free person to being under the control of a priest or government authority? We cannot 'enter into them' but we can 'read' all the 'cues' and 'signs' available to us, as ZEN observers, with NLP insights...such as eye accessing cues, posture changes, flushing of skin etc...and ask directly 'how do you construct this state of terror? What process do you go through? What do you see, hear, smell, feel? Is the visual bright, large, distant, close, animated or still-images? Etc...

Then we can 'model' their process...i.e how they get from 'I see a cat' to their state of terror...what they say to themselves, what images they form in their minds, what they imagine, how they FIRST did this i.e the initial experience, or was it long term programming / conditioning e.g repeated rejection / disapproval of parents etc lead to low self-esteem...education system that forced them to fail and fail again, to feel 'a failure'...

And so we work out the method / process by which a person constructs their beliefs...particular beliefs in particular...i.e how their beliefs are 'represented' in all their 'sub-modality' details...their particular qualities, distinctions,...specifics...equivalent of concrete sensory inputs to their process...

MHR note that the process will be iterative..from lower to higher levels of abstraction...with each level informing the other, but often with higher levels of

abstraction acting as filters and distorters and deleters of lower level abstraction sensory data...so that we 'see what we expect to see', based on the higher level abstractions e.g 'pigs can't fly', so we will never 'see' a pig, if it is flying...our belief precludes it...and so even if a pig flew by, we wouldn't let it conflict with our 'model'...like any good economist, we won't let reality ruin a pristine, perfect, clean, tidy, manageable, easy to work with, THEORY / model.

MHR you could chose to represent 'rejection' as 'freedom' to try something / someone new...we represent external phenomena as 'guilt' 'shame' 'fear' 'love' 'success' 'happiness' 'good fortune'...you could chose to represent failure as 'joy' and rejection as 'bliss' ... because it is INTERNAL ... whatever 'happens' 'out there' is just the strings vibrating / resonating at different frequencies...WE can chose the frequencies our mind resonates at e.g bliss or despair...though we might not survive long if we 'represent' 'our skin burning' as 'pleasure'... it is insane to represent / attach too much meaning, to things that are essential harmless e.g one girl rejects you, you fail to achieve one goal, you fail once, you didn't get exactly what you wanted...

We process 'phenomena' into 'experience' with 'meaning' in chains of representations e.g optical nerves produce visual representations, ear drum nerves produce audio representations e.g of 'the phenomena'...and our mind produces 'emotions / feelings', that are represented as 'pleasurable' and 'painful', 'exciting' or 'boring' ... from the stimuli that have been processed by eyes and ears and nerve endings in the skin, nose, and tongue...so the most significant EVENTS occur IN our minds...not OUTSIDE... i.e they are SUBJECTIVE and NOT objective...we have control...if we chose to take it...like the Buddhist monk on fire, experiencing pure meditative calm, even as his skin melts off...these are proven facts...demonstrated throughout history...and to think you let something like a school grade, or 'rejection' by some stranger, or the opinions of people you'll never meet, or care about, influence your moods, emotions, and overall self-definition? You'll accept living in fear of public speaking, or dogs, or authority figures...or Worry about what people think about you... people who have NO influence over your fate...

WE determine what 'experience' i.e definition / meaning / interpretation and thus mental, emotional, and physiological responses we have ... even to which external phenomena we pay attention to...actually 'notice' and respond to...we can chose to ignore the entire world as 'just a dream', and enter deep meditation, in which we can 'lucid dream' any reality we chose, even as our bodies melt around our bones...We can chose to respond with more determination, or give up, to reject rejection or be destroyed by it, to get up when we fall down, or stay down and complain it...the solutions are often so easy and quick that we have a

hard time accepting them as real...we've been conditioned to think 'life wasn't meant to be easy', nothing good comes easy, etc...

NLP breaks down the process by which we go from 'there is a dog' to 'abject terror', or 'I haven't had a sale in some time now' to 'I'm a total failure and should kill myself'...into the steps we unconsciously / habitually / automatically etc tend to start on, at the appearance of the 'trigger' thought, idea, person, situation etc...then we can stop the process as soon as it begins, and replace it with a more constructive / generative process that offers alternative responses, ones that bring about positive change, and avoid the previous typical negative spiral, self-fulfilling prophecies, and undesirable internal states and behaviors / emotions / feelings etc...

MHR note how the Jewish Bandler and OConnor use examples that demonise Saddam Hussein before the Iraq invasion by the U.S...not just 'chance'...interesting that they teach NLP...

Change a definition at any point in the process, and you get a different outcome. It is that simple. Like an equation. Change the value of one variable, and the value of the product of the equation changes totally. Often exponentially.

By changing our priorities, and meta-beliefs, we can free our less abstract priorities and values from the filters that were previously imposed on them...now we can 'see' and 'hear' more of what is 'really there'...something that any human, with the biological constraints / filters of its basic sense organs, can agree upon...it may not exist, or be very different from what a human perceives of it, but it will be at least a common denominator for making individual and collective decisions that are SANE.

If people insist 'the holocaust happened' and accept the Nuremburg show trials 'findings' as 'reality', then the concrete FACT of there being ZERO evidence to support these findings will have no impact on their beliefs...they will simply 'dismiss it as irrelevant', 'spin it', fill in any gaps with specious sophistry, deny the facts, etc...because the more abstract belief has more power over the sensory channels...to the point that even though the optical nerves produce particular stimuli where they are normally encoded by the brain, the mind does not 'register' them...does not 'see' them...like the father of the princess in 'Eric the Viking'.

Thus 'the writing may be on the wall', but on the philosopher-prophet can 'read' it...most people just see 'scribbles' and pay them no attention...and when the prophet reads what is clearly there, they look at him in amusement, as some charlotten, some prankster, and if he insists, and what he says makes the interlocutors uncomfortable, they will rather feed him to the lions, than waste a moment in introspection about what he said...

Reporters 'embedded' in the military, are not going to report on any war crimes they witness...they will literally 'look the other way'...to avoid seeing them...they will accept any fable told them to 'explain away' apparent atrocities committed by their own troops etc... in the same way, all our sensory impressions and lower level assumptions are EMBEDDED in our higher level assumptions ... and so if you have assumed, at a higher level of abstraction that 'The Holocaust' happened, anything you 'experience' that contradicts that presupposition / assumption / model / world view, will be 'overlooked' and 'dismissed' by your mind as 'self-evidently untrue'...how could X be true if Y is accepted as true by EVERYONE (as far as you know, and apart from a few crazy Hollywood nazi types) ... if the two are inconsistent, the first imprint, the one at the higher level of abstraction, that FRAMES all the lower levels of abstraction, MUST be right and the new, lower level of abstraction 'impression' MUST be faulty...and anyway, they'll put you in prison if you even ENTERTAIN the idea, so who would see any point in doing so? The 'context' is not just the belief system, but the social system i.e the rewards and punishments associated with 'agreeing' with social reality, the hegemony programming / conditioning, and those associated with dissenting, challenging it, even just openly discussing it in critical / curious manner.

MHR idea of 'sameness' key to understanding 'jumping to conclusions' and 'patterning' ... a pattern requires that the things observed now, be 'the same' in some way, to some degree, as those witnessed / observed / learned about, previously...so when we assume, 'this situation is the same', 'this object is the same', we are using patterning...and a phobia can only be triggered by the perception of 'sameness' e.g this puppy is in some way 'the same' as the vicious dog that bit me', or this situation is similar to the one in which I nearly died...etc... this relates to 'complex equivalence' / sameness/ matching ...

MHR Plato's idea that every dog was an expression of some archetypal 'dog' form...is a nominalisation of all the unique dogs into the idea of a 'dogness' and then idolatry i.e fixing this as the 'ideal' dog from which all other dogs are imperfect / inferior examples of ...once you reframe out, you see canines as just one species of mammals which evolved from sea plankton...no such 'construction' necessary e.g 'creationism' i.e dogs were created 'whole' as 'dogs', rather than evolving particular qualities we define as 'doggy', doglike, dog-ness.

Original formulations of Korzybski, the models and technologies of NLP, Cognitive Neuro-science, Systems Theory, and Bateson's Meta-Levels

Experiment now with making the picture bigger and then smaller. When you make it smaller, do your feelings decrease? And when you make it larger, do

your feelings increase? If so, then running the pictures (sounds, feelings) in your awareness in this way functions as it does for most people.

Do your feelings intensify when you move the picture closer? Do your feelings E. decrease when you move the picture farther away? Most people find this, true for the way their consciousness/neurology works.

As you change the mental representation in your mind of the experience, your feelings change.

If your pictures have color, make them black-and-white, and vice versa if you have them coded as black-and-white. ... When you changed the color, did your feelings change?

Do you see an image of yourself in the picture or do you experience the scene as if looking out of your own eyes? What about the quality of your images: in three dimensional (3D) form or flat (2D)? Does it have a frame around it or do you experience it as panoramic? Experiment by changing how you represent the experience. Change the location of the picture. If you have it coded as on your right, then move it to your left.

We can change our feelings by changing how we internally represent an experience. NLP glories in these very kinds of processes of the mind since it works preeminently with mental processes rather than with content.

If we make all our unpleasant pictures big, bright and up close and all our pleasant experiences small, dim, and far away, we become expert at feeling depressed, miserable and unresourceful!

The Meta-Model

- (1) **Unspecified nouns** (deletions) refer to statements which lack a referential index regarding the performer or subject of the action. Unspecified verbs refer to the action or process representation that lacks specificity. (2) **Unspecified adjectives and adverbs** refer to the qualifiers of nouns and verbs which lack specificity. (3) **Unspecified relations** (comparative deletions) refer to those comparative statements that lack the standard by which the comparison arises. "She is better than him;" "he is smarter than his brother." (4) **Generalized Referential Index**: words with a generalized referent so that the words do not immediately make the specific reference clear. (5) **Universal Quantifiers** refer to those words that create representations of allness: all, every, never, everyone, no one, etc. (6) **Modal Operators** refer to the modes wherein people tend to operate. This indicates the kind of "world" out of which they operate. Modal operators of necessity presuppose a

world of laws and rules: hence, "should, must, have to, need to," etc. Modal operators of possibility presuppose a world of choice and options: hence "can, may, will, might possible, etc. Modal operators of impossibility presuppose a world of limitations, hence, "can't, impossible, etc. (7) **Lost Performatives** refer to those phrases and sentences which indicate a value judgment given without specifying who made the evaluation. (8) **Nominalizations** refer to noun-like words and phrases that hide or smother a verb within it. Here someone has turned a process word (a verb) into a noun and treated it like a thing. This reification of a process or event accordingly masquerades the verb within and prevents the reader from recognizing it. Thus, relating becomes relationship, motive and motivating becomes motivation, leading becomes leadership, etc. De-nominalizing nominalizations serves as the meta-model process for challenging nominalizations and turning the nouns back into the verbs from which they came. (9) **Mind-Reading** involves claiming to know someone's internal state, thought, emotions, etc. without specifying how you attained that information. "You don't like me." (10) **Cause-Effect** involves the making of causation statements which contain illogical formulations. "She makes me angry." (11) **Complex Equivalences** involve connecting two experiences linguistically so that one equates and treats them as synonymous. "I know he doesn't like me when he uses that tone of voice." (12) **Presuppositions** involve the unspoken assumptions, beliefs, understandings and ideations necessary for a statement to "make sense."

Korzybski noted that we ultimately reason circularly, defining our terms by the very terms that we use in our definition.

We construct metaphors when we assert that one item "is" or has a "likeness" to another. Such language enables us to map a facet of some phenomenon in terms of a similarity of structure, function, purpose, etc. of another phenomenon.

We over-rely upon verbal, dictionary definitions. Doing so, Korzybski noted, leads to unsanity since it leads us to move further and further away from the sensory based, empirical world and more into a world of words and mere verbal definitions.

MHR equivalence really just 'definition' i.e x is y...not calling every day means you don't love me...i.e 'means'...is equivalent to...

MHR trance as existing in a reality of high level generalized, vague, abstractions e.g as compared to 'lucidity' which is existing in the here and now, in the world of specific concrete sense perceptions...touch, taste, smell, sight, sound...

Passive verbs such as is, am, are, was, were, be, being, all related / define living processes as if they were dead. Finished. Done. Beyond change. Fixed. Idols. Dogma. MHR nominalisation, idolatry, reification, are all subjects I've dealt with in my T books...to treat a process, life, as a 'finished' 'completed' 'dead idol of wood and stone', or as Jesus put it, 'the word gives life, the law is dead' referring to the Jews huge number of 'fixed' 'dogmatic' laws e.g. which direction to face when defecating, vs the 'good news' he was sharing, one free of money lenders and priests...or as the Old Testament Prophets put it 'worshipping dead idols of stone and wood' as compared to 'the living god'... things are 'living' are 'processes' and 'actions'...Hobbes 'the movements of atoms' in the human 'computational mind'... so some people will avoid them altogether, to avoid reifying processes e.g. reifying the ongoing processes of interaction that produce 'institutions', and treating an 'institution' as a thing itself...as if it has a separate, independent existence from the actions / interactions of its membership...this is a case of idolatry...and usual dogma...e.g. 'The Catholic Church' or 'Islam' re: 'final prophets' or Marx 'himself the final prophet bringing his 'end of history' i.e. the dictatorship OF the proletariat, and genocide of any people's who will not submit to this 'historical determinism' a.k.a 'scientific socialism' a.k.a 'historical dialectic'...all of which ... yes all these judeo – Christian-islam-marxism-global climate crisis tipping point 'dogmas' being parts of the Jew World Order plan since Babylon.

Reality is 'plastic'. All is flux. All is process. All is change. Fixing something 'once and for all' is like trying to freeze a river's flow...damming it up may last some time, but it will break its banks, overflow the dam walls, burst through suddenly, or gradually, but it will break...today the Jew World Order is censoring your expression, and thus your thoughts...your speech will be walled in...until the pressure is too much, and it breaks out violently...with no peaceful way to 'express' itself, nowhere to flow peacefully, it will violently break the dam walls...civil war...violent revolution...

Any belief system, like the one Jesus criticized and was murdered for criticizing, and offering an alternative to, one that was 'living' and 'suitable to the needs of the living', that claims to be 'the final word', or 'the last word', or 'the last prophet' or 'end of history' or 'end of the debate' or 'truth' or 'fact' or 'undeniable', or 'unquestionable' or 'beyond doubt' or inviolable, or fixed in stone, or 'carved in stone', or 'fixed' in any way, as an unalterable law of nature or man, is a lie. It is unnatural. It will fall. And it will COST a lot in terms of suffering, waste, conflict, war...as people fight over whose 'truth' is 'true', whose 'word' should be final, whose prophet the last, ... but the real skeptic is free of these...free of dogma, free of 'truth', free of 'reification...the skeptic is always attending to the here and now, like the Zen practitioner...letting reality, which is constantly evolving, changing,

emerging, being born and dying, from moment to moment...patterns are heuristically useful, but they are mere Humean uniformities, that we must be free to abandon the moment they prove no longer applicable, as reality has moved on, changed, innovated, or we find patterns that are better at predicting what we can observe, and thus more reliable indicators of what to expect...and plan for...and build into our systems and processes and machines...technology etc...

If you think 'I am this', then you are giving up the 999 other 'flowers of the soul' as the writer Hesse put it. You limit yourself to 'this'. When you are infinite awareness having an experience of begin 'this', at this moment, and at any moment you can become that, and that, and that...you are NOT your actions, your past, what people have told you you are...what you have defined yourself as, and have been defined as...and the world is not limited to what people say about it...but given these maps, you pretend to be that limited self, and you only interact with the things on your maps, and miss most of 'the real world' that is not indicated on it...or at least not accurately and precisely...you are not 'a loser' or 'a fat person', you may be someone who has not succeed at X, but obviously HAS succeed at many other things...you may be a person who has been eating too much (exercise really can't burn that many calories from exercise, maybe two or three times more than just sitting reading a book) , and thus is maintaining and increasing an undesired excess of fat on their bodies'...saying 'I am a fatty' fixes you forever as a fat person. Globalising a few lack of successes in a few areas of your life as 'I am a failure', turns you into an idol of stone or wood...reifies you as a 'thing' that is 'fixed for all time. But you are NOT the same person you were when you started reading this sentence. Let alone who you were a decade ago. And in a few years you will be a totally different being. Maybe not even a human at all.

The character Moses hears a burning bush say to him 'I am that I am, and while some element of you may endure, and be eternal, some 'monad' that 'IS', was, and forever will be, the alpha and the omega, it is the 'coat hanger' on which we hang 'appearance', 'personality', identity, etc...the clothes, etc, are not the person...the hanger has 'all qualities', it is 'the no thing from which all things emerge', the 'uncarved block' which can be formed and shaped, true to its true 'plastic' nature, into all kinds of 'experience engines', like the one reading this, and the one writing this...please read my T books :D

When WE define others, and other things, we limit them to some very narrow, limited, fixed, definition...it is an act of violence...to see only 'some dumb animal' or 'that angry right winger'...these are acts of true violence

which usually lead to, or are used to nominally 'justify', acts of violence from verbal abuse to genocide.

A definition is a projection...like a net of filters we throw over something, so we don't see IT as it is, in all its unique complexity. We see only the 'label' we have thrown over it...'cow', 'right winger', worker, arab...it is a perceptual prison we put the person / object / animal in. And usually that being suffers as a result. And we suffer also, for 'as you do unto others, so shall be done unto you' Obadiah.

A person is NOT the job they do, their appearance, their ideology, their religion, their nationality, their status, their net worth. An object is NOT the function we perform with it e.g means we use it as. An animals is NOT a mere means to our own ends. Nor is any person. Defining them as such is an act of violence that always leads to physical violence, and often world war, genocide, and slavery.

Nothing 'IS', except the primerty. The 'strings' of vibrating / resonating energy-matter that interact to produce every level of complexity in existence, and yet to be.

All other things should be spoken of as 'processes' . As 'interactions. As fluid conditions and states. As plastic. As OPEN to discussion / debate / investigation.

Anyone who opposes this valid, scientific skepticism, probably is scared of losing some benefit that their 'noble 'lies' and 'fixed ' ideas, 'protected' truths, provide them, or that they at least imagine provides them...

Saying / thinking I am, S/he is, They are, It is ... are acts of violence that 'freeze' a thing, person, set of interactions at a point in time, in a particular state...this is what we do ANY time we define something... we then 'dismiss' it from our mind...it is just THIS...and no more...no longer an object of our curiosity...we have 'frozen' it, reified it, nominalized it, taken a living 'god' and turned it into an idol of stone and wood...taken the 'living word of god' and etched it into tables of stone, fixing it forever...this is death, as Jesus rightly pointed out...this is not natural...nothing in nature is fixed, even the mountains...everything is 'in flux'...to live means to be undergoing a process...the 'strings' that make up everything are resonating / vibrating at every imaginable frequency...constantly in motion...anything that 'stops' processing is 'dead'...its soul has moved onto new experience engines...

So we need to think carefully about how we 'language' living things into dead things...complex things deserving of our wonder and respect into

'simple' 'abstract' 'standard' 'limited' 'boring' etc things...open processes into closed loops ... evolving situations / conditions / interactions into 'institutions' and 'laws'... for once we do this, we put these things out of mind...we frame them as 'no longer worthy of further consideration / investigation... we imprison them in 'definitions', in 'boxes', in 'categories' as 'mere examples of a particular 'class' of objects... we pour concrete around their feet...we 'arrest' their development...we kill the 1000 flowers of their soul...we live them impoverished...a mere 'snapshot' in their development, fixed for eternity...THIS is the greatest violence you can do anything...THIS is murder...THIS is torture...THIS is fates WORSE than death...and if YOU allow yourself to be tricked into defining yourself as OTHERS have defined you, and 'internalise' the limits imposed on you, then YOU have been done the ultimate injustice, ... are the victim of the ultimate crime...and when YOU do this to others, you are the ultimate criminal and slaver ... WAKE UP...break out of the confines of your mental prison...start languaging in ways that open up all the opportunities available to us...that re-open every 'closed case', from 'god' to 'what am I', to 'what could WE become...

There is NO 'being'...there is only BECOMING...what do YOU want to become ? There are NOT Limits, apart from those you impose on yourself, usually limits others have 'suggested', and you have 'accepted', and identified with...

I am NOT markus heinrich rehbach and YOU are NOT the identity you have adopted / have had imposed / imprinted on you...BECOME anything you want...but remember, 'As you do unto all other sentient beings, so shall be done unto you'...The golden rule applies. And NEVER assume ANYTHING...

Stop DEFINING ... start observing...open your mind...challenge EVERY assumption...the ones you realise are assumptions, and the ones you never attended to...the assumptions you took for granted as self-evident...most of these are assumptions...mere speculation...assumed by someone at some time and then accepted as 'truth'...with no basis...usually as a tool...as a means to enslave others...please read my T books...

The "is" implies that these things exist independent of the speaker's experience. Not so. Our descriptions speak primarily about our internal experience, judgments, and values. More accurately we would say, "I evaluate as good this or that," "I see that flower as red," "I think of him as suffering from stupidity!" "Is" statements falsely distract, confuse logical levels, and subtly lead us to think that such value judgments exist outside our skin in the world "objectively." Wrong again. The evaluations (good, red,

stupid) function as definitions and interpretations in the speaker's mind. The 'Yo be' verbs dangerously presuppose that "things" (actually events or processes) stay the same. These verbs invite us to create mental representations of fixedness so that we begin to set the world in concrete and to live in "a frozen universe." These verbs code the dynamic nature of processes statically. "Life is tough." "I am no good at math." These statements sound definitive and absolute.

NEVER take anything on 'authority'...especially 'transferred authority' e.g 'I speak for god', or 'I speak as an expert'. Or I am a nobel prize winner for X, so what I say about Y must also be believed...dogma cannot be true, for it fixes something as static, final, the end of history, the last word, the last prophet, the final word, the 'law'...FACT...no facts exist... you cannot correspond with reality if reality is constantly changing, or a mere 'Humean uniformity' that will hold true for some time, but never forever...correspondence ... patterns only APPEAR to be reliable...there is actually NO basis for ANY cause-effect arguments...or that any OBJECTS actually exist, as we imagine them...all these things are constructs of our mind...they limit us...we need to get back to David Hume, and start from THERE...

MHR note how Hindu's / from India, speaking English, or Tamils etc, will say 'It is being hot today', She is being unhappy about this, He is being tall...which is much more precise than She IS, He is, It IS...because NOTHING IS, everything IS being / becoming ... THAT is also the wisdom of Daoism...and Buddhism...our WESTERN mindset seems very 'Semitic'...can you guess why? What did the Semitic people learn in Babylon? Did the people of Is-Ra-El (ISIS, RA, El) learn their current mind control tricks thousands of years ago, and combined with 'usury', used them to gain total hegemony of the entire world...simply using languaging tricks? You bet they did. And will continue to, unless YOU wake up and wake up those around you.

David Hume demonstrated that redness exists in our minds, as do all other qualities. We construct redness from the resonating / vibrating 'strings' of energy matter that make up the EM soup of 'becoming reality'...there is NO 'fixed' anything...nothing IS...for the moment it took to write and read and think 'IS' is over...it WAS for a brief moment, theoretically...but in 'reality' time is infinitely divisible...there is no 'now'...just change...just process...fluidity...'now' is just a concept, in your mind...not 'out there'...you can take a photo of 'now', of the position of photons at the moment you hit the 'record' button, but it has no TRUTH anymore...it is a photo of something that does NOT exist, any more...but we explain this in detail in the T stuff on David Hume. Please read it.

Glossary of Terms

As-If Frame: Pretending; acting "as if" something was true, had occurred; a creative problem-solving process. Association: Mentally seeing, hearing, and feeling from inside an experience; in contrast with dissociated; emotionally experiencing and feeling a thought, memory, imagination, etc. Auditory: The sense of hearing; one of the RS WAK). Belief: A thought about a thought; a representation validated at a meta-level; generalizations about higher level concepts (i.e., causality, meaning, self, others, behaviors, identity, etc.). Calibration: Tuning in to another's state via reading non-verbal signals previously observed and calibrated (i.e. breathing, posture, eye movements, etc.); sensory awareness skill. Chunking: Moving up or down the levels of abstraction; computer term about the size of information; chunking up refers to going up a level (inducing up, induction) and leads to higher abstractions; chunking down refers to going down a level (deducing, deduction) and leads to more specific examples or cases. Complex Equivalence: A Meta-Model linguistic distinction; equating two representations which usually refer to different dimensions, e.g. "He is late; he doesn't love me." Content: The specifics details of an event; answers what, and why; in contrast with process or structure. Context: The setting, frame, or process in which events occur and provide meaning for content. Deletion: A modeling process; the missing portion of an experience. Digital: Varying between two states (i.e. a light switch, either on or off); a digital submodality (color or black-and-white; in contrast with an analogue submodality. Dissociation: Experiencing an event non-emotionally; seeing or hearing as if from a spectator's point of view; in contrast to association. Distortion: A modeling process; inaccurately representing something by changing form or structure. Ecology: Concerning the overall relationship between things; relation between an idea, skill, response and a larger environment or system; a question about how well something serves you. Elicitation: Evoking a state by a word, behavior, gesture or any stimuli; gathering information by direct observation of non-verbal signals or by asking meta-model questions. Empowerment: Process of adding vitality, energy, and new resources to a person; enabling someone to take effective action. Epistemology: The study of how we know what we know. First Position: Perceiving the world from one's own point of view associated position; one of the perceptual positions. Frame: A context, environment, meta-level, a way of perceiving something. Generalization: A modeling process; taking a specific experience and generalizing to higher abstraction, class, or category. Gestalt: An overall configuration of individual elements. Internal Representations (IR): Thoughts; how we code and represent information in the mind; the VAK (sights, sounds, sensations, smells, tastes). Kinesthetic: Sensations, feelings, tactile sensations on surface of skin, proprioceptive sensations inside the body, include vestibular system or sense of balance; one representational system. Logical Level: A higher

level, a level about a lower level, a meta-level that dries and modulates the lower level. Loops: A circle, cycle, a story, metaphor, or representation that goes back to its beginning; looping back (as in feedback) ; an open loop refers to an unfinished story or representation versus a closed loop. Map of Reality: Model of the world, a unique representation of the world built in each person's brain by abstracting from experiences, comprised of a neurological and a linguistic map, one's IR. Matching: Adopting facets of another's outputs (i.e., behavior, words, posture, breathing, etc.) to create rapport. Meta: Above, beyond, about; at a higher level; a logical level higher. Meta-Model: 12 linguistic distinctions that identifies language patterns that obscure meaning in a communication via distortion, deletion and generalization. 12 specific challenges or questions by which to clarify imprecise language (ill-formedness) to reconnect it to sensory experience and the deep structure. Meta-modeling brings a person out of trance; developed by Richard Bandler and John Grinder (1975); the basis of all other discoveries in NLP. Meta-Programs: The mental/perceptual programs for sorting and paying attention to stimuli; perceptual filters that govern attention. Meta-States: A state about a state; bringing a state of mind-body (fear, anger, joy, learning) to bear upon another state from a higher logical level, generates a meta-state; developed by Michael Hall (1994). Modal Operators: Meta-Model linguistic distinction that indicate the "mode" by which a person "operates" (e.g. necessity, impossibility, desire, possibility, etc.); the predicates (can, can't, possible, impossible, have to, must, etc.) we utilize for motivation. Model: A description of how something works; a generalized, deleted or distorted copy of the original. Modeling: A process for observing and replicating effective behaviors by detecting the sequence of IR that enable a person to achieve new levels of competency. Model of the World: A mental map of reality, a representation via abstraction from experiences, one's personal operating principles.

Multiple Description: Describing something from different viewpoints. Nominalization: A Meta-Model linguistic distinction that describes the result of a verb or process turned into a noun; a process frozen in time. Pacing: Joining someone's model of the world by matching the person's language, beliefs, values, breathing, posture, etc.; crucial to building rapport. Perceptual Filters: The ideas, beliefs, values, decisions, memories, language, etc. that shape and color one's perceptions; the Meta-Programs. Predicates: Words indicating an assertion about something; the sensory based words indicating a particular RS (visual predicates, auditory, kinesthetic, unspecified). Presuppositions: Ideas that we take for granted in order for a communication to make sense; assumptions; that which "holds" (position) "up" (sup) a statement "ahead of time" (pre). Reframing: Altering a frame of reference; presenting an event or idea from a different point of view thereby eliciting different meanings; a change pattern. Representation: An idea, thought,

presentation of sensory-based or evaluative based information (the VAK representations). Representation System (RS): The sensory systems (VAK) by which we code our internal thoughts. Resourceful State: A mental-emotional state wherein one feels resourceful or at his or her best. Second Position: Perceiving things from another's point of view. Sensory Acuity: Awareness of the outside world, of the senses, making finer distinctions about the sensory information we get from the world. Sensory-Based Description: Information directly observable and verifiable by the senses, see-hear-feel language that we can test empirically, in contrast to evaluative descriptions. State: A holistic phenomenon of mind-body-emotions; mood; emotional condition; sum total of all neurological and physical processes within an individual at any moment in time. Submodality: The distinctions, features, and qualities of each RS. Third Position: Perceiving world from the viewpoint of an observer; one of the three perceptual positions; the meta-position. Time-line: A metaphor describing how we store the sights, sounds, and sensations (VAK) of memories and imaginations; a way to code and process "time" as a concept. Unconscious: Whatever we do not have in conscious awareness. Universal Quantifiers: A Meta-Model linguistic distinction indicating "allness" (i.e., every, all, never, none, etc.); a distinction admitting no exceptions. Unspecified Nouns: Meta-Model distinction; nouns that do not specify to whom or to what they refer. Unspecified Ve&: Meta-Model distinction; verbs that have the adverb deleted, delete specifics of the action. Upfime: A state wherein attention and senses get directed outward to immediate environment, all sensory channels open and alert; sensory awareness.

Persuasion engineering TM...Bandler and La Valle

Richard Bandler... 'layer' sub-modalities of 'successful' experience into one new experience you can 'trigger' at any time, to 'activate' that level of positive energy / expectation i.e be 'ferocious' when doing therapy with client... have client project to 3 future times when they will 'backslide' e.g break diet, fall off wagon, fear something etc, and each time 'get back on wagon' etc i.e continue diet...so programming assumption that each time they do ultimately 'slip up', they will have returned to 'program'... i.e one week, reverting back to original...then 2 weeks, and revert back...then month ahead and revert back to X ... i.e the 'right way' / 'resourceful way'...i.e program to fall off diet 3 times embeds presupposition that they returned back to 'program'...so when in future 'fail' this will actually re-inforce expectation of success ... presupposes that if 3 failures spread apart, they must have been succeeding all the rest of that time !!! i.e programming success...then later increase gap between 'failures'... also makes failure not important e.g zen practitioner ... vs master... client won't understand consciously this strategy, and can't sabotage it...in order to 'fail' have to get back onto right track...so whatever sort of client will work with...don't explain, just insist firmly that this will work...and insist they do that... Don't tell client 'when you open your eyes, the audience will have disappeared', but ask question that presupposes they have already disappeared e.g 'Is it O.K for you and I to discuss this alone, together, in private' etc ... so not fighting with conscious mind, actually got it's permission to 'disappear' everyone in audience...it has implicitly agreed they are not to be noticed...i.e presuppositions/implicit assumptions / 'loaded' requests/questions which presuppose the condition / situation you really want them to hallucinate / negatively-hallucinate...

Attend to person, so can respond to...feedback for mirroring and leading...and to actually 'hear' what they say, and 'see' what they do / how they respond...be able to pounce on opportunity to 'sell' something...always selling a feeling...how to facilitate them getting that feeling...what is it about what you are selling that can provide that feeling?

The mind likes similarities i.e confirmation, validation of what already 'believes' i.e instills greater confidence in world view, that it has a 'grip' on reality...satisfying... but it LEARNS from being challenged / contradicted i.e success reinforces, and failure challenges beliefs...if consciously open to...or bypass conscious mind and appeal to subconscious ...

Rapport developed via 'sameness' i.e mirroring, pacing, mitlaufen, agreeableness...'speaking to a rhythm' lets you access this rapport, then break it at choice points to embed another structure, before returning to this baseline rhythm of agreeableness...

Matching postures, body matching, mirroring, is visual, and not necessarily the most effective representation system to use...as many people are using the technique, it is hard to say who is mirroring and then leading whom...

Often more effective to use vocal mirroring of interlocutors voice tone, tempo, rhythm, inflections. If trying to influence X, then speak to others present, while mirroring X, without directly addressing X. To check for rapport with X, after a minute or so, touch your cheek etc, and see if X touches theirs i.e are no insynch – mirroring you...for the entire time you are talking you don't even need to look at them, or mirror anything else...when you touch your cheek etc, observe X out of your peripheral vision, so they don't even realise you are 'auditing' them...

The vocal mirroring, like the posture mirroring, breathing rate mirroring, and all other forms of 'agreeableness' all influence the process of influencing people...of leading people...of motivating people...of gaining rapport / trust / confidence of people...

Attend to the representational system being used by the interlocutor...attend, attend, attend...very zen...don't prepare a plan...plan, but then go with whatever you attentively observe...use what they say, their body language...actually listen...as they change, pay attention...use the changes...go with the changes...

If people say 'I'm looking for a new X, to change my X, at getting X, and going to X, use visual language, and 'show' them stuff...get visual...point out visual stuff...show them products, or brochures, stuff they can SEE...LOOK at...ironic when people buying 'stereos' and they want to 'see' some new stereos, and say, 'come over and take a 'look' at my new stereo'...so sell to THAT...don't try to use your own preferred / logical / rational representation system...e.g stats on a house Vs how it 'feels', how stereo 'looks' rather than 'sounds'...'this looks good', 'this feels right'...go with THEIR representation system...adapt to fit their way of 'knowing this is the right product / house / idea / plan for THEM'...take YOUR cue from THEIR cues ...

So car sellers add ‘new car smells’ and home sellers add ‘freshly baked bread / freshly roasted coffee’ smells, even though you’d think OTHER things were more important to car and home buyers...

We get stuck in our own representation systems..our own favored way of experiencing / representing/ and communicating...we have to learn to listen and observe for other people’s ways of seeing and being, and take our cues from them, adapting to them...to gain rapport, and access to their decision making / judgement processes...

MHR me and the 1000 Ohm guitar interface, while every youtube etc marketing has all the ‘stunning visuals’ etc...or ‘she has a great personality’ when you are shopping for a sex doll...

‘How does THAT sound?’ ‘How does THAT strike/ grab you?’. ‘Try THAT on for size’. ‘Does THAT feel right / sound right / look right / seem right to YOU?’

Observe eye accessing cues AFTER you have offered information / ideas ... to work out how they are processing what you’ve offered...what they are doing with it...visualizing it?...in the future? Comparing to a past experience?

Watch someone’s accessing cues when they are thinking of something they are certain about / convinced wholeheartedly about, and compare that to something they don’t believe, something they are not sure about, etc...where is the information stored e.g to the front and down to the left? ... remembering is eyes up to left, usually. Compared to constructing mental images etc...

Compare two instances where you were certain you wanted to buy something, but didn’t, and where you weren’t sure, but did, and compare where the images are located in your mind, and the associated submodalities of each experience...e.g color, size, location, movie Vs still, audio qualities, close Vs far, intense/vivid Vs vague / dull etc...

Get interlocutor to move the ideas / things so that what YOU want to be certain / confident / desired inhabits the appropriate position and sub-modalities...then ‘anchor’ it subtly by some touch, or change of tone of voice etc...

Need to get people into a state of answering yes, with every fiber of their being, by asking things they are bound to enthusiastically agree with, from the weather, to sport, to ... to agreeing to buy your product / idea...keep them saying yes...yes set...make it agreeable...keep them positive and having fun...create a positive state in yourself that becomes infectious...

You are ‘selling’ good feelings...not products or ideas or services...

Your aim is to induce a feeling ... feeling good...about X, Y, Z ... about a product, about you, about action, about deciding, about a service, about an idea, about changing etc...so you first have to convince YOURSELF... 'get excited about X'...wake up and think of all the positive experiences you can have today...mentally start the day with positive self-fulfilling prophecies...

Change your behavior until the person literally lights up with enthusiasm for X...for you...for Y...

Ask person to think of a time they were really convinced, certain, happy, thrilled etc...in a congruent voice, with congruent body language i.e to induce that state, you need to be expressing in all representation systems...like a real actor...resonating that desired state on all levels so that you infect the person with it, and they sympathetically resonate with you...that is induction...

Before fall asleep, imagine waking up energized, refreshed, optimistic, looking forward to the day to come...and as soon as wake up, think of a bunch of great things to look forward to...etc...

Kinesthetic anchor is 'touching' someone literally. But can 'anchor' in other ways.

'Sliding anchor' can be done with your hand in the air, or touching someone, at precise moment.

If people really convinced, certain, confident, they won't fear you being able to make them uncertain / unsure etc... MHR which is why 'holocaust hoax deniers' NEVER respond with arguments / facts...they KNOW their whole story is shoddy work...

Build powerful internal state before approaching someone i.e 'cold calling stranger'...

'I want you to remember a time you were X '... e.g excited, depressed, certain, committed, optimistic, happy...Now wait until you can see they have accessed that feeling / state to the maximum, and then anchor that feeling / state with a touch, a sound, a gesture, or word. Then ask them to recall something else. Observe the differences in their state. Then 'fire off the anchor' you set. Watch the same state / response re-emerge. The idea of sales is to have such anchors triggered by the product. To attach those great feelings / states to the product.

'*You, like me*, want the best for yourself' ... n.b the conflation of 'you like me' with the agreeable 'you want the best for yourself'... accepting one means accepting the other, so you have them subconsciously agreeing with your

intended feeling 'You like me'. This is a typical Bandler language pattern for imprinting suggestions.

The state with the greatest motivation i.e where no hesitation is felt ... e.g when you looked down and saw a 100 dollar bill, and you did not hesitate to grab it...zero doubt...zero need to consider...THAT is the state you want to imprint in yourself and then others...

Access your own most 'ferocious' state...intense...when you had fun doing something you never thought you'd do...And a time you had a great sense of humor, as humor is about seeing the world differently / from an unusual perspective...

You can induce these states in others with questions, and layer each upon the previous, by anchoring them with the same trigger e.g touch on the shoulder...so that THEY can later trigger the same layered set of responses / states / feelings / emotions ... get them to recall in as many representation systems, sub-modalities, and with as great intensity / vividness as possible...

Always take the picture of what you want that is in your head, and make it more vivid, alive, colorful, detailed, closer, moving image, full of sub-modality details, and so you make it more real...more likely to manifest it...

Take your good feelings, amplify them, make them more vivid, real, and constantly relive them...like you habitually do with your bad memories / regrets / fears / negative expectations ...

People tend to speak at the same speed at which they are processing / can process information...so never speak faster than someone, at least not during the mirroring / pacing stage...that said, you can speak very fast to their subconscious...but this can be unnerving for them i.e their subconscious and conscious will be out of synch ...

Listen to their predicates i.e visual, auditory, kinesthetic i.e looks good, sounds like a great idea, that feels right etc...matching their predicates builds rapport subconsciously...a good 'feeling' ... it is agreeable to be matched ...

For many people, doubt is down to the right i.e you can read 'doubt' by this accessing cue, people looking down to the right...literally 'that's down right ...' And the problem is you tend to put contracts down on a table, to their right, for them to sign...and thus trigger this association ... the muscle memory triggers the feeling of doubt ... and suddenly they go from being keen to sign, to having doubts...So first ask them to think back to a time they were totally satisfied with a purchase...and observe where their eyes move...to calibrate / benchmark their 'satisfaction / confidence' accessing cues...

If someone starts shaking their head 'no', mirror them first, then lead into nodding...

Mirror their breathing, then you start nodding, before you start asking questions you want a 'yes' to...

Ask person to recall a time they saw something, they wanted it, and they knew it, for sure, without doubt or reservation or objections...they bought it and they were happy...this is the state you want to induce in clients / customers ... Vs a time they experienced 'buyer's remorse' after a purchase...

To induce / manifest a state in others / in the world,, you must first be resonating that state authentically and vividly ... like the depictions of holy men / magicians ... physically manifest the states by vividly imagining them...total congruence between the states you want to manifest, and the state you are imagining / feeling / hearing / seeing / being / tasting / smelling ... so YOU need to vividly construct / recall, in your mind, and thus in your every molecule, the state of excitement / love / arousal / desire / compassion / confidence / certainty / commitment / faith / belief ...

In the case of marketing it is 'closing' that is the key...overcoming objections then closing the deal / sale / conversion (of belief) ... so you need to be in / resonate / manifest, all the qualities of someone who is certain about making a decision...'this is a no brainer'...'of 'commitment', of being a 'true believer'...without doubts, hesitations, worries, concerns...

So you need to recall an experience of this in your own life...when something was very easy to say 'YES' to, without any hesitations / doubts ... Nietzsche's YES, Jim Morrisons 'a totally positive song'...that feeling of certainty that you want this, you are ready to sign immediately, keen to ensure you get this now, this opportunity, like shoppers outside a U.S chainstore on the morning of a super sale...rearing to get in and make that purchase...something you could 'taste' you wanted...that was beyond doubt...so easy to sign for...to say YES to...

Once YOU are resonating with this YES, NOW, state, you want to infect others with it, to induce them to resonating with it, to manifest the same state in THEM...

It has to be something you actually DID decide on, and 'sign', and 'buy', and 'agree to'. Something YOU 'closed' on. And felt totally 'right' about doing so. You wanted it, you KNEW you wanted it. It was perfectly, exactly what you wanted. You could say YES with every molecule of your being. You KNEW it was the right decision. Zero doubts. Zero hesitation. 'Where can I sign'. 'Quick, let me have it, right now, what do I have to do to secure it?

It has to be a decision made with opportunity costs. In other words a situation where you had to decide between different options, and were sure, certain, definite about the one you chose, and were overjoyed at having made that decision. Zero buyer's remorse. You felt fortunate and privileged to have been able to buy it / sign it / do it. And this feeling endured. You never regretted the decision. You felt, long afterwards, that it was a great decision. Not just the best from a bunch of bad options, but a great outcome.

Compare this vividly recalled situation with another one, where you experienced doubts, buyers remorse, uncertainty whether you are happy with your choices, your decisions. What are the differences in the two images / recollections, in the different representation systems and sub-modalities? What makes one decision 'feel', 'look', etc like a good decision, and the other a dubious, doubtful, bad, uncomfortable, regreatable decision?

Most ethical and best long term business proposition is to ensure that what you offer meets the clients actual needs, budget, etc, so that they can say YES, and also not end up regretting the decision. Then YOU will be part of their YES, and they will come back for more, and spread the word of their satisfaction, and YOUR great service / integrity / ethics / professionalism / competence.

Bandler assures us many famous people paid other people to pretend to be them, attend lectures, write papers, sit exams, and even write their thesis. That many supposed 'research papers' were produced by computer programs like the ones he wrote, to write history papers, to sell to other students at Stanford.

You can manipulate people's 'internal images' corresponding to how they 'feel' about a decision i.e make it bigger, smaller, closer, further away etc and in this way take an 'unable to decide' picture full of doubts and uncertainty, and manipulate it so it now inhabits the position and has the qualities of an 'easy' YES ... i.e bringing it closer, making it larger etc...moving it from left to right, depending on how the person 'represents' 'confident YES, please, let me sign right now' that leads to 'closing' the deal / convergence of beliefs etc...

You can get behind an image and push it closer to them. Move the image to where they represent 'YES', ... the delightful YES...Please...

Lead into your suggestion with Yes sets e.g 'You want to be happier / richer / healthier / freer / more attractive...questions they are going to answer with YES...

Move the current decision into the previous decision, and see if it 'sticks' ...e.g does THIS decision feel as good as that one did / does?

Replace their currently expressed desire, if it conflicts with what you want to sell them on, with something equally compelling e.g large backyard? Vs you want to spend all weekend on yard work? Why not buy a small property bordering on a public park or school, and let someone ELSE do that yard work, and pay the property taxes...

Try to replace their current YES to e.g station wagon, fuel efficient car, big backyard, things you are NOT selling, to what you CAN offer, and show how THIS can produce even BETTER feelings i.e a bigger YES...consider the potential benefits of YOUR offer compared to what they are comparing it against... Then ask 'Do you want to be happy-ER'...i.e you have a BETTER solution offering greater relief, satisfaction, benefits...

'Do you want to feel good'. 'Let's take a look at this', as if the two are related i.e conjoin them in their mind...subconsciously...introduce expectation of connection between feeling good, like almost ALL advertising, and the product / service / idea you are selling... It is your own congruence that is the 'glue' that will connect / join / conjoin / confabulate the two things ... the 'feel' of an advertisement does this...high energy, beautiful perfectly desirable images, with no relation to the product in reality, but which are conjoined to the product in the viewer's subconscious...no RATIONAL connection...just habit...like Hume's cause and effect... people see X and Y in proximity, and Y AFTER X, so assume, subconsciously, with NO real rational, scientific basis, that X leads to / produces / causes Y...we do this with ALL our 'cause and effect' notions...we even construct objects out of discrete qualities e.g redness + mass + taste+scent = apple...when all that exists are the discrete properties...WE put them together in our minds, habitually, and construct 'apples', and ALL cause-effect relationships...heuristically many prove useful...but many are in fact destructive, worthless etc...

Placebo effect works off Hume's cause-effect confabulation...self-fulfilling prophecy...

Bandler got his understanding of Humean critical thinking via 'junko logic' of George Paulu.

Test Bandler's theory. Take a decision you felt great about, compare it to one you regretted, move the images so they change positions, and see if you now feel differently about each of those decisions...remember there is no reality 'out there'...just a representation of one of many possible realities / quantum states / probable states that you've collapsed, via a certain process of representing that thing in a certain way, into the subjective reality you experience...you can totally rewrite your experience in your mind, totally deconstruct and reconstruct your entire history, and thus your 'trajectory'...take the momentum that was pushing you down, where you didn't want to go, in undesirable, destructive directions,

and re-direct it...you are the accumulation of all your past representations, what you call 'experiences', and that accumulated mass x velocity represents the force pushing you either where you don't want to go, or where you do want to be...it is a momentum...you can take it and change the direction of the trajectory / vector ... you can remove the momentum of a bad engram / experience / representation and add momentum to other vectors...imagine that no vector is 'real' and manifests until it collapses into a particular state...your 'personality' is that collapse...so open up the book again...rewrite your history...go back to the quantum states of indeterminacy, and chose a better reality, better experiences, a more desirable trajectory, and then collapse THAT trajectory, THAT history, THAT momentum...you will then realise the full potential of your holistic inheritance...you cannot change everything...but you will be making the best of the holistic inheritance you have...you might be stuck in a war, in a repressive regime, with bad people, in bad situations, but you will make the most possible of whatever opportunities are available...achieve things you otherwise never would have...and surprise people around you by doing things THEY consider impossible...because of THEIR states...and maybe you will resonate powerfully enough to manifest these same positive states in others...what would be a REAL evolution, rather than a mere revolution, the revolving door of replacing one group of violent slave masters with another, who at first pretend to be your friend, so you will help them in THEIR objectives of gaining power, simply to use, like the last group, to enslave YOU...

To get people to 'revise' their position / feelings, simply change the representations and sub-modalities, moving them to where 'good' feelings usually are represented...people do this all the time with 'falling in love', 'faith', and then 'demonisation' after the relationship falls apart, they 'lose faith'...they have simply shifted their representations of the person / thing / situation from one position / set of representations and sub-modalities, to another...from the 'love' to the 'hate' ways of representing things ... i.e changing the size, location, closeness, distance, vividness, movie Vs still image etc...

You can manipulate the images in their minds with words e.g 'Take a closer look at this. Can you feel it is a good idea', as most 'good ideas' appear closer i.e are represented as closer.

I represent things linguistically i.e consciously break down into verbal descriptions, to be able to represent complex thing in smaller steps, and so be able to 'map' things, and then follow that map...because too hard to keep entire process in conscious mind i.e 5 to 9 things limit...when have 250 things, or a million in the case of TROONATNOOR...And conscious understanding VS intuitive means you can SHARE that understanding using words...VS intuition requires person to 'enter into it' with you... too many 'teachers' too intuitive, which is why so good at what they do, but so bad at teaching it...replicating it in

others...manifesting their own intuition in others...translating the awareness / understanding...how to transmit, encode, and store it? ... that requires words and pictures, and ideally videos ... so include all representation systems, and also break down steps in optimal place, optimal chunk, most meaningful chunks, and then analyzing / representing / modelling what occurring in that chunk / step, and how it connects to next...e.g what chunks to break down 'little wing' into? If too little, you lose the 'feel', though sheet music supposed to be able to represent that, even by showing individual notes...in reality easier to follow if break down into 'licks' and 'chops', then re-joining these...so need first the notes / chords, the discrete 'licks' and 'chops' and 'progressions' they form...then how they relate to each other i.e put together a few licks and chops, then put these chunks together into verses, etc, until end up with entire song...VS intuitive guitar player can just play the entire song from start to end...and when tries to teach individual notes, student struggles...as does not share this intuition...and the teacher is not actually sharing it...has no way to share it...just 'knows' it and 'feels' it...Vs someone like me who doesn't 'grok' it and needs to break it down and build it back up, to see what Hendrix is doing, and how he puts it all together...so I do this...work out the optimal 'chunks' to learn / teach...etc ... so ANYONE can end up learning, if patient, disciplined enough...no need for the 'intuition' of the 'born natural'... which usually turns out to be, like Mozart, the result of years of hard work, during which subconsciously the musician recognised and internalized a whole lot of rules, licks, chops, progressions, musical theory, practical skills etc...which then manifest as apparent 'natural ability' , 'gifts', 'talents'...in reality a mix of both....with the 'great musician' having the benefit of both talents, and luck of having it nurtured / facilitated / encouraged ...

Modal operators can be employed to achieve ends...e.g compare how saying, to yourself 'I'd like to...I want to...I need to...I have to...I must...I can...I will' and focusing on how each statement makes you FEEL ... chose any X e.g I want to ask Y for a date...Vs I will ask Y for a date...go through the whole range of options and compare all them to 'I am GOING TO...'. Stop and go inside and focus on how thinking 'want to' Vs 'will' changes how you feel about that act. How likely is it you will do it. How 'real' does it appear i.e any associated representations such as images, where do they appear, and how large, vivid, etc are they? Is the representation a movie or a still photo? How vivid is it? Color vs black and white? How real does it feel to you? Is it distant or close?

The 'best' decision strategies people make are movies, with the following elements, and even a particular quality in the internal voice describing these elements: and particular modal operators:

What you need to do is use active verbs in the present tense. The only time that really exists is the present. Things can only occur in the present. In the NOW. You can imagine things have happened, or will happen, but they can only

actually happen in a present time. The time they happen in. So ALWAYS use the present tense with any decision / desire / induction / resonance in order to manifest it in yourself, others, the world.

So try 'I'm ASKING HER OUT' i.e I'm 'taking the day off / I'm losing weight / I'm starting my exercise plan / I'm standing up for myself / I'm asserting myself / I AM X'ing...(compared to I will X, am going to X...as these are lame, meaningless, in the context of action...you can only do something in a NOW, in the present tense)...

Using this present tense changes a still image into a movie, adds color, vividness, detail, makes the internal impression / representation more real, compelling, and so it resonates with greater power to manifest ... the movie will run to the end i.e to the achievement of the desired outcome, and leave you planning around this inevitability i.e as if it is real, and happening right now, so you will see yourself asking her out, discussing where you will go and what you will do with her, and even seeing yourself on that date having a great time...

If you or another person has trouble visualizing i.e constructing images i.e imagining things visually, simply get them to recall something memorable from their past, and suddenly they will be recreating THAT memory in their mind, which is the same as constructing something in their mind...ask them to describe some detail e.g color of their pet cat, first car, bedroom etc...

If you don't get the response you want, change what you are doing (vs insane person who keeps repeating expecting / hoping for different outcome 'this time')...

Ask 'What are you buying today' Vs 'what are you looking for' ... sets up expectation of actual closing / buying ... similar to 'I am exercising today' Vs 'I will try to exercise today' ... i.e make assumption / presupposition of action / doing/ achieving / succeeding...'trying' is a loaded term, implying merely attempting, and worse, raising doubts / objections ... 'tried to...usually means failed'..., tacitly, implicitly...

Observe how people move their hands...it often indicates where they 'position' their representations...listen to the words they use as they move their hands...visual words are associated with what hand position / movement ? Their hands can be literally 'drawing a map' of their representation systems as they speak...

Bandler claims that paraphrasing people's words back to them, to show you are listening and understand them, is undesirable. It implies you can read their mind, which you cannot. This is NOT the best way to build YES sets...the terms you choose to paraphrase their words will have different meanings, which will be

represented in different positions on their internal maps / representations systems...so do what did in the study I quoted on getting the highest tips...repeat back the most important things they say VERBATIM...do NOT paraphrase...repeat the key elements exactly, precisely, even to point of mirroring how they said it, body language etc...repeating their words / validating them / listening to them / observing them, is powerful...

Redraw the map the person just described, in front of them, so they can visualize it again...listen to what they say they want, need, would like etc, then repeat...yes I see, you NEED, you WANT...etc...re-draw the map...making it more vivid...that builds rapport ... you make it real for them, what they just described...you understand them...a powerful feeling for anyone...to be UNDERSTOOD...to have someone actually LISTEN and UNDERSTAND...simply by repeating back to them, in their exact own words, the key points they just expressed...

Prove you know 'what they are looking for' by repeating what they just said...they now trust you with their needs...and finish with 'You will be thrilled with X (what we were talking about)... be careful about introducing objections yourself i.e new information / questions which could lead out of the YES set...don't risk the YES set...customer has to 'feel right' about the decision...THAT is what you are selling...that feeling...

Wait until they are finished before repeating their words back to them...don't repeat each sentence just after they finish it...collect 6 or so bits of information, or wait until they are finished, before parroting back all the key points they expressed...literally...precisely...using THEIR own words and gestures...

Virginia Satir believed that survival is NOT the most basic instinct...it is in fact the instinct / tendency / habit to do what is FAMILIAR ...

Practise adopting different representation systems to your habitual i.e try to express anything you 'know' visually, acoustically, kinesthetically, to others...like others do to you...i.e so you can 'enter into' their way of representing...use their 'figures of speech' and ways of defining / seeing / being / experiencing...how they encode the 'external' world into subjective experiences...so you can relate to them...communicate with them using their own language...

Pattern interruptions are the equivalent of the Zen practitioner whacking his student with a stick...to break the internal dialogue...shock them into attending to the here and now...attending...being here now...Bandler calls it 'confusing people', which is apt. A Zen Koan is often considered as a 'confusing' riddle...even nonsense i.e no solution, but in fact usually DO have solutions...but solutions that require the person to think differently, outside the box, to escape

their own habits of thinking / defining...to see things differently...thus experience the world / represent it, differently...and that is part of the NLP process / experience...

Confusion is a state of openness to something new...Vs certainty of habitual ways of being / defining / experiencing i.e in the box...it is an opportunity...

People often merely pretend to be listening / attending to you...really holding mental image / internal dialogue, and waiting for you to be quiet so they can continue it...which is why 'shock' and 'confusion' required to REALLY break the habitual internal dialogue / representations/ mental images etc...

Observe for 'cues' that they really HAVE stopped their internal dialogue / movie screening...

Asking answers that should provoke 'yes' responses better than ones they can Umm and Ahh in response to. So they have to really attend to your questions. Often only after having said 'yes' to something odd, do they suddenly, startled, start paying attention...'what?'...use rhetorical questions, to keep them actively engaged with you...

Tone conveys more than the words. Need to have intended meanings resonate in the listener. Tone does that.

To produce resonance in your voice, and become more compelling, place two fingers lightly just below your sternum (solar plexus? Bottom of chest? Just top of stomach?) and change your voice tone until you can feel your words resonating here, through your finger tips. This is the voice you will want to use, to be compelling. (basically totally relaxed throat / jaw / tongue i.e singing voice)... i.e opposite of 'nasal' 'irritating' 'whiney' voice.

Need good posture to get resonating chest voice working i.e stand tall / erect... need to project it from your chest towards the person, to bathe them in it...

If someone says, 'I'm just looking'...finish their sentence for them 'at your future car / kitchen / school / training course'...to set the subconscious process going...

Don't ask 'Can I help you', ask, 'Are you looking to make a great decision that you will always be glad you made?'...something they can only say YES to, consciously and subconsciously...

Elicit all the sub-modalities that go with / make up / are associated with / underscore / produce a 'powerful belief'...e.g do you believe the sun will rise tomorrow?... and observe their accessing cues i.e where their eyes move...if their

eyes don't move, ask them 'do you see a picture in your head of tomorrow morning?...to get them visualizing ... Ask them 'does a voice in your head say yes or no?' Once you've located the image i.e where it is , ask them how big it is. Ask them to walk behind that image...now take a representation that says 'selling is fun' and replace the image of the sun with this image...

Altering states really about going from one trance state to another...one illusion to another...one dream to another...one frame of reference to another...like concept of 'perversion' ... people assert one state is 'awake' and another is 'trance'...one state is 'normal / natural / functional / god-given' and another is abnormal, deviant, dysfunctionally, unnatural / a sin' ... the dominant illusion / definition usually is imposed in a duality of 'right and wrong', 'good and bad', good and evil etc...when in reality all positions subjective...

Can alter states with elegant language formulations e.g Erickson using ambiguity, double entendre, connotation, rhetoric questions...

26 letters of alphabet represents magicians arsenal...

Many ambiguities are purely phonological i.e only occur when spoken, by native speaker...the context supplies the missing information in the verbal expression e.g right Vs write...

Dental receptionist always states 'we need a check from you before your next appointment' i.e to pay for this one...client just enjoying relief, and satisfied, most likely to be in best mood to pay right then...she holds out her hand, palm up, as if receiving the check already, and most clients take the cue and write a check and immediately make their next appointment...great for cash flow and business !!! The point is that she is NOT literally asking for payment or for them to book their next appointment, immediately, but the association with the hand gesture, and their goodwill at that moment of relief, result in the person volunteering both !!!

A literal example is 'I caught an elephant in my pyjamas' etc...or 'I sold a car to a woman in red high heels'...all produce moment of surprise / shock / break pattern / break internal dialog / like Zen 'whacking stick'...The idea is to deliberately introduce these into the dialog...to work out how you can say something reasonable / normal / prosaic, in ways that can produce the 'ambiguity' and desired 'whacking stick' result...We will tend to find them humorous, if we consciously pick up on them...'what was the elephant doing in your pyjamas? 'Do you often wear high heels to work?'...You can use the dual meanings like Erickson, to slip past the conscious resistance to suggestions...the conscious mind hears the 'harmless' meaning, and the subconscious reacts to the intended, other meaning e.g sexual innuendo implicit which the conscious mind

will ignore as it makes it uncomfortable 'He couldn't be meaning THAT now, could he!'...

You can even create ambiguity using punctuation, as Erickson does, in his verbal suggestions and stories...by moving a comma you can change the meaning ...

By changing the inflection you change the meaning also e.g I like racing cars Vs I like racing cars ... one refers to a thing, the other to an action...

Persuasion is about helping people make the right decision? One they won't regret. So get loyal customer.

Altering rhythm, inflection, tone, pitch, etc makes your voice more engaging / agreeable, and can introduce deliberate changes to stress parts of an otherwise 'harmless' utterance so it has the desired effect i.e consciously overlooked, but the subconscious picks up on it...it is much more sensitive once you 'interrupt the internal dialog' ...

Make a decision Vs making a decision... I will help you make a decision...Vs I am going to help you make a decision Vs I will help you in making a decision...Make much more decisive / effective a suggestion..

I can help you with a decision is a nominalisation of something that IS definitely going to occur, but just hasn't occurred YET...also more decisive / effective a suggestion.

In the more effective suggestion the implicit assumption is that they have decided, and it is only a matter of acting on the decision. So you make the desired decision a fait accompli, simply by how you express your suggestion ...

I'm going to make a decision...you add 'happen' to the end of their statement, to manifest it...

What location / sub-modalities does 'going to do' Vs 'am doing' have for you / interlocutor? Ask them to locate and describe each...is one bigger, brighter, closer, more animated, more vivid, to the left of the other?...get them to locate it on their time line e.g where is 'in 2 weeks' on their timeline? ...of course we tend to put off decisions...sometimes forever...we 'make' them but never 'implement' them...when we locate it on our timeline, it is usually 'just out of reach'...which means forever...So to get the decision implemented...to get the action the decision has be 'made' about to happen i.e go from deciding to do, to actually doing, need to move it on their timeline...

Procrastination revealed when ask person to move to tomorrow, on their timeline, and then locate the decision...it will move...always remaining out of reach...

People literally 'put things off' their actual timeline...

We need to get the person to move along their timeline to a point AFTER that decision has been made, so they can look back on it, as a fait accompli...a successful execution of that decision...like Buddha's 'remembering' something as if it has already occurred...this relaxes the conscious mind, leaving the work to the more powerful subconscious to realise the 'memory'...think how much easier it is to remember the solution to a problem compared to working it out for the first time !!!...

MHR Einsteins space time like my Zen hard disc...Einsteins thought experiment was to take a film strip and cut the frames, and instead of playing them left to right, in time, layering them on top of each other...so what would visualization of timeline as vertical do for person? Why hasn't ANYONE in any of their books EVER considered a VERTICAL timeline???

Bandler...using a rising question intonation at the same time as a falling command intonation...

Temporal predicates all located somewhere on your / their timeline...so consider where a word is located to decide which to use...

Fine line between elicitation and installation...when asking questions...when eliciting, attend to them 100%, pure zen...observe everything they do and listen to what they say...to find opportunities to overcome objections, offer solutions, to mirror them...

Design well formed questions that will elicit the info / data / responses you need...be specific e.g what repayments could they afford Vs vague 'how are your finances?'...write down the specific info you want, then reformulate it as a specific question...this speeds up the process...makes it easier for client to decide...

We need to learn to really open our eyes, i.e look, and really listen, like a cat prowling at night...every sense awake, zen...waiting, looking, listening...totally attending outwardly...for any sound, sight, smell...any opportunity...note hunter looking for opportunities...not so much worried about threats...but sensitive to all inputs, therefore will detect them...

When you get home to your partner put everything out of your mind and recall, as vividly, vibrantly, fully, with as many details and sub-modalities, the very best time you had with them, the greatest passion you felt for them, the best feelings you had for them / with them...and amplify these...make the images animated / moving, closer, brighter, bigger, more compelling, more real...crank up the

intensity of that feeling...THAT is how to keep a relationship / passion / romance etc alive...

During the day start actively attending more to sounds, sights, smells...stop and focus...what can I hear...give it time for your mind to focus, until you can start making out noises you were previously consciously unaware of...do the same for sights, while waiting in a queue, or on the phone, actively search out interesting things to look at, from the ground to the sky, to details in architecture, people's clothing, faces...do the same with smells...heighten all your senses...sensitivity training is not just about accessing cues, but about using all your senses more actively, opening them up, making them more sensitive, becoming more aware of every second, everything happening around you...

MHR juggling 4 balls seems to require a real change from using front vision, to peripheral vision i.e like Carlos Castaneda ... you need to look straight ahead, rather than focus on either L or R side balls / hands ... use your peripheral vision, etc...it is quite challenging...otherwise cannot throw two balls at same time...like breaststroke, where we first tend to use our legs a-synchronously, kicking first one then the other...after time we learn to synchronise so we move both in the same way, at the same time...it takes initial conscious effort...

Negotiation / mediation is about helping people make better decisions...find better solutions for everyone...sales is about helping people make better decisions (ideally)...i.e persuasion engineering...Vs 'social engineering' in 'con-man' context ...

Need to program self before night, so imagine self waking up energized, enthusiastically looking forward to opportunities MHR like dogs that we see wandering for kilometers, every day, always hopeful of finding something tasty to eat, though probably rarely do, which is how we live our lives too, if we are honest...i.e very few rewards, but if we want to have a chance at whatever IS available, we have to be like that dog...focusing on what MIGHT be there...maybe remembering an experience where we FOUND something 'tasty' to keep us motivated...what is alternative? Death! Or worse, a living death, like a dog that has given up, and just lays down to die...Moscow subway...

Have to treat day as 'fun'...i.e cold calling, sales etc...

Modern corporations in creative, e.g high tech industries, work on notion that if people are having fun at work, look forward each morning to going to work, they are more creative and productive...

Consider speaking with a cranky, depressed, negative person compared with a happy, excited, positive person...even on the phone... the tone carries all this...it is a pleasure to interact with one, and the other you'll avoid...

Hesitation at trying something new is a huge limit to how many new things you will try, and better things you will find as a result...MHR evolution and sex...

Once have someone thinking how you want say 'Now hold onto that thought'...and if want to dismiss a question say 'Now never mind about that'...

Appropriate temporal predicates change the position of decisions e.g costs / objections overcome, to the past...You want to move things to the past, as fait accompli's, in people's minds i.e a decision that has already been made...so when they say 'Wow, that's expensive' you reply 'Yes that was expensive, wasn't it?' as a rhetorical question...puts their mind in the future on their timeline, looking back to the great decision they have already made, in the past, and so this 'objection' has already been overcome, and they get to enjoy the great product / experience they paid so much for...the cost is in the past, the pleasure in the present and future...

To prove you can sell anything to anyone open your wardrobe, kitchen cabinets, walk into your garage, and look at all the 'junk' you bought, and never, rarely etc used / use...or worse, if you have a 'storage unit' !! Often you have more than one of the same item, you forgot you had one already, you'd never used it / last used it so long ago..

The first step to persuading someone is to get their FULL complete attention...100%...it's O.K to let someone stare at something and wait, until you have their attention...without their 100% attention, you can't persuade them consciously or subconsciously...that is Zen 'whacking stick' point...they need to be attending to YOU...the Koan surprises them / jolts them out of their internal reveries, so they are here, now, with you...like the whacking stick...saying something odd / shocking / surprising...using a sexual double entendre that gets their attention...

Xerox once had a monopoly, and was the largest selling product in U.S history at the time...though took inventor 15 years to find someone willing to market the device...when patent expired everyone started making them...

Bandler tells story of how one guy, in crowd of 17 copy machine salesman, took off his shirt and pants, and walked up to him ... to get his attention...it worked...

Once you have their attention, you need to build rapport / trust.

If you've lost them, get up, point to your empty chair as if you have joined THEM, criticizing YOU, saying 'Now that is exactly how other sales joints are going to treat you, sucks doesn't it'...so now you have spun it around to being on THEIR team, together, with a shared enemy, rather than letting the negative experience they clearly had with you, just then, stick to you...it slips off, you've

got them back on your side again...rapport...and can start again / on a new tack...and start associating with something else i.e try again...

BANDLER IS JEWISH...!!!

Decision engineer is positive anchor Vs salesman, which for many people has negative connotation / is a negative anchor...

Ask them about the difference between good decisions and bad decisions...your aim it to help them make sound / good decisions they will be glad to have made in the future...mirror their breathing rate...their tone of voice, tempo, rhythm, intonation, and representation system e.g visual words, audio words, kinesthetic words...then shift your speaking rate to the rate they are breathing...and if YOU are in a positive, enthusiastic, fun, happy, pleasant, wonderful state, you will infect them, they will begin resonating with it, because you will now be LEADING them...but key to leading is YOU being in the state you want THEM to end up in...they will begin feeling as you do, and if your state is enjoyable, they will want to keep feeling that way...people WANT to be influenced / seduced...they just need to justify it to themselves / FEEL right about being seduced...then they will automatically seek to find some way of rationalizing their 'decision'...which is ultimately an EMOTIONAL one i.e emotions / feelings of pleasure and relief, fear and hope, drive our decisions...we rationalize them afterwards...post-retrospective rationalisation...

Your voice tone will reflect your state...you can HEAR the state reflected in your voice...so make sure you are transmitting / manifesting a positive state...by first working yourself up into that state...

Milton Erickson's 'Hand shake interrupt' technique for trance induction, lead to Bandler's 'contract interrupt' technique. Bandler gets client to sign the contract first, then starts to rip it up the carbon stuff around the edge, while convincing them that they want it. This way they can see, immediately, if they are likely to experience 'buyer's remorse' AFTER signing the contract for real.

Faking heart attack to get someone's attention?

Experiment deliberately disciplining yourself to ask things right off the top of your head, without first rehearsing them...ask rhetorical questions to which the person is bound to agree...'You want to be healthy, happy, wealthy, independent, free, have fun, great sex ...all while carefully mirroring their breathing rate / pattern ...and then audit if you have rapport by 'leading' e.g scratch your nose, see if their hand moves towards their face, involuntarily, non-consciously...change your stance, see if they follow, or at least begin to follow, smile, and see if they smile, nod, see if they nod...etc...all the while consciously, deliberately, going into pleasant states yourself, so that this pleasant feeling will

resonate from you, and manifest in them...so they will be feeling good...then amp up your pleasant state, by recalling a state / time you were really feeling great...and watch as they begin resonating along with you...manifesting the same great feelings...start with 'pleasant', or even mirror their current state when you begin, then gradually lead towards the desired state, manifesting it in yourself, resonating it out to them, and seeing it manifest in them...this is mirroring and leading...match the tempo of your voice to their breathing tempo ... gradually...until it matches...mirrors...to do this watch their chest rising and falling, and NOT their mouth, as inhalations and exhalations are not colored gasses!...be sure to attend to their language / use of predicates and mirror them, using the same figurative language ... reflecting verbal, visual, kinesthetic representation systems they are using...and if they are not breathing much, get them excited, so they do...take a deep breath yourself and if you have rapport, they probably will too...

When you audit, e.g make a gesture like scratching your nose, you can add other representation systems to the gesture, which is kinesthetic, to re-inforce it, by uttering words such as 'lifting' and 'handy', anything that can sound natural in the context, but which reinforces the IDEATION, the idea, of moving their hand up to their face...observe for any twitch, or other indications of the impulse having been transmitted / received, that it is resonating with them, and has been manifest in some way, from a slight twitch, to a full-blown nose-scratch etc...

Use good tonality, speak at the same rate of your interlocutors, to build rapport...even if just bank teller...the bare minimum...and to be pleasant, and smile at customers...basically to be nice, inviting, friendly, helpful, positive. Bandler claims one bank invested 3.5 million in such basic training with his company, and increased its profits by 1 Billion in less than a year...

Even Bandler noticing that banks already behaving as if he was NOT living in a free society, re: limits on cash withdrawals from ATMs

Prospect for clients anywhere, especially where people use the stuff...e.g sell jewellery at the opera, where people wear it...

On the phone you should be able to hear people breathing, in person watch their chest, and listen for pauses when they stop talking to breathe...match their inhalations and exhalations, until you get into the same rhythm / pattern / tempo as them...

Bandler realises people process language by the phrase, with commas, colons, periods etc representing pauses, emphasis, and this produces the meaning as much as syntax i.e pure word order...

Intonation a.k.a **changes in pitch** a.k.a **flat, rising, or falling intonation**, changes 'Hello' from a neutral statement, rising in pitch to a question, and falling in pitch to a command...think of giving a dog commands...'si-iiiit' pitches down...falling in pitch...falling 'intonation'... in English anyway...other languages use pitch changes much more, like Chinese, or instead have actual discrete, different words, like Vietnamese, for each form e.g questioning, stating, commanding...

Warn people about 'future preference' as a trap ... you end up sacrificing everything you could have right now, until you are too old to enjoy any of it, and then ungrateful / undeserving kids, governments (taxes), etc get to enjoy it...spend it before THEY do...because they WILL...before it is too late...we see it all the time...

Constantly test for 'close'...people may have been ready to 'close', to buy, to sign, to agree, and you rattled on, and introduced doubts, and end up 'un-selling' what you had already sold, if only you had attended to the signs, and 'tested' to see if they were already ready... test using 'embedded questions' e.g 'I don't know whether you're read or not to....' And look for non-verbal answers / responses / cues as to whether they are ready or not...

Avoid objections before they arise...rather than trying to 'overcome' them...if you see it coming, get to it ahead of time...

Need to overcome your own limiting beliefs about what it is possible to do ... to sell...to persuade...to influence... we need to 'recalibrate' our belief systems...to remove the garbage / limiting beliefs...open up our true potentials...realise them...overcome inhibitions imprinted / conditioned from birth...

Limiting beliefs are the same as phobias...they stop you doing things that actually work...will work...will improve your sales ...your performance...your life...

While you are talking to yourself, planning your response etc, you are NOT listening to your interlocutor...you are NOT attending to them...you are missing cues, communications, opportunities...

Keep your eyes and ears, all your senses, open, very ZEN...attend to reality...to your interlocutor...to all the subtle gestures, accessing cues, hints, verbal and non-verbal signals, expressions...

Think of all the times you wanted to do something, were sure you should do it, but something held you back...go into yourself and feel again what it was that stopped you...limited your action...that gut feeling...feel it intensely...amplify it...attend to it...make it vividly and compellingly real again...really feel it as

you have never felt it before...the 'thing', the 'feeling', the 'inhibition', that stops you doing things for fear of 'embarrassment' or 'looking foolish / silly' or 'making a fool of yourself' etc... Do this so that you can localize where in your head / gut, that feeling / voice comes from...turn up the volume, tighten the knot of fear in your stomach...until you feel 'enough is enough'...then run the memory backwards from where you felt this, and hear the voice associated with the experience playing backwards, and see yourself and everything else in the memory moving backwards...like playing a movie in reverse...continue until way back before the experience began, the actual incident / situation arose...then hear yourself beginning to laugh inside your head...feeling a tingling all over your body...and a compelling compulsion to do the thing you couldn't do, while you let the film run forwards again...feel yourself walking through it, listen to yourself...let your subconscious learn...'Not this, THIS'...first you rewind what you don't want, and let it fade away... then let your mind run the scenarios you WANT to experience...repeat this over and over, trying out different speech variations i.e tempo, tonality, rate...adjust the scenario until it plays out just as you want it to...until it makes you laugh...feeling good all over... In this way you are conditioning your subconscious to want to try different variations / experiment / try and see, because experimentation is fun, pleasant, pleasurable...you are producing a new history of successfully innovating / improvising / experimenting, and feeling good about it, rather than fearful / anxious / with expectations of failure/feeling bad/feeling stupid/feeling embarrassed...thus you are replacing the old imprinting with new imprints, new conditioning...conditioning for a fun, playful approach to life, to sales, to persuasion...

Be sure to focus on the resonance of your voice in all the scenarios you play out...you need to condition your mind to automatically use the most 'chest' voice, the most resonant, attractive, persuasive, powerful voice you have ... consider the different impact when someone has a deep, chesty, resonant voice, and a falling intonation, when they 'order' you to do something, or even calm you, or suggest something...this is a voice congruent with command, trust, strength, confidence etc...it resonates with confidence and is thus more compelling...the hearer automatically resonates with it, and so the speaker manifests their will in the hearer...

Speak each word clearly and discretely, leaving a pause between each individual word so each word is distinct, and you could easily 'edit' it...try to pace this tempo to your listeners breathing tempo...use a falling intonation...people respond to this more readily...it is an innate response...a resonant, relaxed, calm, powerful voice sounds certain, confident, compelling. To have this voice use my 'vocal training guide' exercises....

Use embedded commands, rather than questions i.e falling intonations...subconsciously people tend to respond to these as subconscious commands...

‘Keep it in mind’!!! Bandler has a black belt in Gestalt therapy...

Don’t speak fast. Listen to see when you’ve got a sale, when they are ready to buy / sign / agree. Rather than raving on and on, and ending up un-selling / un-convincing them...once you have agreement, close the deal / sign the papers...

Your aim is to induce a compelling desire in your interlocutor...so you first need to build up your own excitement / pleasure / belief in the product to a point of intensity that infects everything you say, your every non-verbal communication, and begins to resonate through your entire being, so that they begin resonating sympathetically, and manifest the state you want, the state of ‘yes, where can I sign’, ‘yes, I want one now’, ‘Yes, where can I get this?’... You need to experience, and share, a very passionate, intensely pleasurable state vis a vis what you are ‘selling’...so that they want to feel that way too...and do end up manifesting it...

The word ‘Now’ can link things, in your interlocutor’s mind, that are not connected...

Use words onomatopoeically e.g if you say ‘smooth’ ride...say ‘smoooooth riide’...

Use NLP every day on YOURSELF...use anchors to fire yourself up each morning, like those days you remember where you just couldn’t wait to get out of bed and start the day...so full of promise...positive expectations...so looking forward to the pleasure you could already taste it...like a puppy...full of life...the joy of living...as a WONNNN-der-ful opportunity...thrilled to be alive...feeling so lucky and fortunate to have this chance of living...

Get all your ducks lined up in a row...exude pleasure / passion / joy / belief / confidence ... speak with falling intonation, and a resonant, chesty voice...bathe them in confident resonances...in powerful tonality...so they actively desire what it is you are offering...so they feel what you are making yourself feel...then crank it up...

The decision has to FEEL right to the person...logically, rationally, and EMOTIONALLY...in every way, to avoid buyer’s remorse, and returns...and so they will bring more clients in, generate more business for you by word of mouth etc...

Line up people's priorities e.g large car in fuel crisis safer, cheaper parts, costs nothing when not moving, luxurious...etc

Embedded questions elicit responses without verbal answers...e.g I don't know if you understood that that was an embedded question', is an embedded question. I don't know if you realise how important they can be. That was also an embedded question. You are building up 'response potential' like water behind a dam wall. Now, I don't know if you realise how important this can be. It's not just that you can build it up with embedded questions, isn't it? It's that you can use tag questions, can't you (?) to do the same thing.

'Let's go by the X 4 bedroom home'...good implant of 'buy' using phonological ambiguity', so when they consciously agree to what they consciously attended to, they have also subconsciously been primed to 'buy' it.

'Innoculate' clients against future objections which may come up by attending to the key values the person is looking to realise ... so that when they stumble upon something they do NOT like, you can override this consideration / objection with reference to the thing you KNOW they LOVE...elicit this information...keep it handy for when it is needed...but don't let it feel like an interrogation, for every question you ask, offer something yourself to reciprocate... You want to get more details on the things they say they NEED and the product / service / solution MUST have...to elicit further information, take the last word or phrase and reformulated it back as a question e.g They talk about an extra room as they need an office. So you reply 'Office?' with upward intonation, to elicit details e.g 'Oh, yes, we do a lot of work from home'...so now you have more info...it can be used later to overcome objections to the price or number of bathrooms e.g 'Yes, it does have only 2 bathrooms, but that extra room would make a great office, wouldn't it? ...And if the elicited 'Office'? lead to a lot of details, about what sort of business they do from home, all this is valuable information for later...to respond to / counter / override any objections that come up...

Listening to the client's comments prepares you for your next clients' objections, and positive things about what you are selling that may not have occurred to you to mention, you may not have realised...always take notes (MHR prepare a smart pad with boxes you can check, comments you can add etc...people will reveal all sorts of valuable insights on what people are interested in, value most, object to most, so you can be prepared, and offer these positives to your next clients...things that may never have occurred to you that are of value to the buyers...they are offering you valuable market research data...what motives do different people have for wanting to buy, or what worries do they have? Is there any pattern? What are the pros and cons for these people? Is there a market situation? A consensus opinion? Rumor? Gossip? What are their expectations? Problems? So you can address these in the most favorable way i.e put things in

the most favorable light, overcome objections they don't actually voice before they even voice them, bring things up they might not have considered that are a positive for you vis a vis selling to them ... avoid any ambiguity...avoid them harboring objections that are not valid, by addressing them by the by, as part of your pitch...observing trends in buying behavior, lifestyle choices...why people are interested in particular areas, types of dwellings...what they are really looking for...

You want to find out what is important to THEM...and limit yourself to what THEY want / need ... so you'll avoid 'un-selling' something accidentally, and wasting time with explanations and questions that are never going to lead to a sale / closing...'quit while you're ahead'...

The internal voice saying 'I want this' is usually located behind you...so to mimic this internal voice, stand behind the person you want to persuade the 'you want this, don't you'... this is easy if you get them to sit down in a chair...you simply walk behind them... as an embedded question, it would be 'Now I don't know if you are ready to just buy this and drive it home'...if they nod yes, shut up...don't ruin it...don't end up talking them out of it accidentally, by introducing doubts, objections that were not there before you stumbled and bumbled your way, and them, into them...any time they are ready to sign / buy / agree, you should stop ... forget what you had planned...the 'sales process'...the planning is everything, the plan is nothing...

After a sale, suggest they bring friends / tell others about you, using embedded questions like 'No I don't know if you will want to tell your friends about me / the great deal you got / our great product / service / etc'...

Often it is another person's voice saying 'You don't deserve this', 'You can't have this', 'It is too expensive' etc...

The most common error is speaking too fast ... pitching the product or service too fast and too early in the spiel...What you want to do is generate / manifest a great positive feeling, resonate it, immerse them in it...and then by association they will feel good about your product or service...

MHR this has been Madison Avenues marketing strategy for EVERY product and EVERY service they have EVER marketed...they use vivid, compelling, attractive images, audio, packaging, people, to grant the product / service a 'transferred attractiveness / appeal / desirability'...they are buying this feeling, but paying for the service / product...subconsciously doing one thing, consciously rationalizing it with the 'propaganda' they are offered at the same time e.g 'this is a quality product / great value / very desirable' ... but really buying sex appeal, success, status, positive feelings, etc...

Make your presence / attitude / resonance so addictive people will want to be around you...recommend you to their friends...make yourself the 'commodity', the 'drug'...so they WANT to talk to you on the phone, invite you over, visit you at the office...

Speaking from your diaphragm / chest resonates...place your fingers lightly on your nose while you talk, make sure it is NOT resonating, then on your throat, and then totally relax so that these resonances fall lower, into your chest and diaphragm, from your stomach...use my 'vocal training guide' to achieve the optimal resonance, breathing, posture for success...

Now do you want to feel good / happy/ successful/ empowered/ confident...is an embedded question...ask lots of such rhetorical questions i.e they don't require an answer, as the answer is self-evident e.g 'if everyone was jumping off the harbor bridge would you?', though that is a negative one...we want YES responses, to set up a 'yes set'...that will carry along your product / service in its momentum...Yes sets are agreeable / feel good / you want to continue feeling good, and the way to do this is to say YES to the product / service...then using a falling intonation, you can embed / implant / imprint subtle subconscious commands ...

You like me want the best for yourself...consider the subconscious message even when you say You, like me, want the best for yourself...

Writing notes helps, even if you don't remember to bring, e.g, your shopping list with you...

Instead of trying to overcome objections, inoculate them before they emerge / come up on the radar, so they are powerless...predict objections...note client's objections...build up an inventory of likely objections, and de-fuse them before they appear...rather than trying to 'overcome' them i.e resistance strengthens them...but avoiding them like Jujitsu lets you use them to your advantage...nip them in the bud...

Bandler would show car buyers two cars that they absolutely would hate, that were totally wrong for them, then show the third car which he always intended selling them...

Install a 'propulsion' machine in you that will work at all times...that will push you and pull you towards an objective...

Get their attention, observe to discover their representation systems so you are 'talking the same language', so you can package your product / service so it will get through their decision making process, and you can MHR 'defuse' objections before they emerge (Bandler uses the term 'innoculate')...

Sensitivity training i.e Zen, here, now, sensitive to the slightest expressions / communications / verbal and non, of 'YES' and 'NO'... so you can perceive the objectives before they are consciously expressed...

People consciously or otherwise will play a decision back and forth to see if it 'fits' i.e if they can commit to it...decide...i.e X BUT Y...

They say 'Oh no, I'm just looking' and you go 'But you feel that your really want it' and they go 'yeh, but it looks really expensive ... you have gotten the kinesthetic on your side i.e the emotions / feelings...and they are the most powerful representation system in decision making ... (MHR even the kinesthetic of regret i.e of having to part with money, is an emotion i.e the desire to NOT spend is emotion driven ... which is why diets fail...people 'know' it is bad / high in calories but they WANT it...the pleasure of eating it...overcomes any other representative system unless you have MHR alternate sources of pleasure...to replace it with...or gain pleasure from NOT eating i.e you are attractive, men will 'pay' you for it...

MHR Rehearse possible scenarios and the objections that come up...so that when you meet a client you can suggest them, and observe them ... listen and watch...for verbal and non-verbal responses, to discover which objections are latently strongest for each person...often people won't honestly respond...will deny objections e.g 'I'm not tight / parsimonious / a scrooge' so will deny the price is the objection...etc...

The peripheral part of your vision notices movement, the phobic part is what you see with...

Use temporal predicates to move any objection to the past...

Robert Dilts was Richard Bandler's graduate student when Bandler was a Professor...

37 American Legion members died in same hotel...from bacteria that thrive only in air conditioning...Legionnaires disease...

Placebo effect and NLP positive outcomes defined as 'spontaneous remission'...but placebos for most things almost as effective as the actual products they are tested against...

The word 'phonetic' isn't even fonetic !!!

N.B Bandler Jewish, attacks Saddam Hussein...'we should go back and finish it' i.e after first Iraq invasion

Even joked about Germans vis a vis 'Master-card'...

MHR list useful phrases, words, sentences, with multiple meanings, and list the way they could be used e.g to suggest, to connect to repressed sexual impulses, etc...the way Milton uses phrases / words i.e embedded questions, tense shifting as if speaking of fait accompli already finished-now looking back at...etc...make it really clear ... most of this 'research' has been to clarify the 'hints' given...i.e supposedly explained but takes 20 books to work out what the supposed 'explanation' was meant to have meant to the utterer / writer...

Practise making voice more varied i.e tonality i.e up and down pitch shifting, like reading a story to kids, more expressive range...using resonant chest / diaphragm voice...vary tempo...be conscious of how you could have changed syntax / punctuation in something someone said / you just said / you plan to say, in a way that can give it the subconscious meaning suitable to your aims...learn how to modify utterances so they become embedded questions / rhetorical questions that are sure to receive a subconscious agreement, to build 'yes sets', consciously and subconsciously... then practice different ways of anchoring a state...like Milton, use different pitches to rest of your utterances to anchor the state to that pitch, i.e active different levels e.g subconscious levels Vs merely conscious levels, so communicating, when using that particular pitch, with the subconscious, and activating the desired state, via the subconscious...observe for accessing cues i.e are they imagining what you just suggested?, then immediately 'anchor' it ... still not clear EXACTLY what this means / meant to mean / how to do it...this is why I have all these notes, to work exactly that out...

Visualise, and feel, the metaphor 'untying the knots in your gut'...

Accessing cues are muscle memory triggers, and indicate which representational systems people are using to think, decide, access memories, construct ideas...eye movements, body posture, gestures, breathing patterns, are all indicators you can 'read' with practice...have to calibrate to individual rather than assume they are a 'type'...this is key...Zen observation...the motive of reading accessing cues is like sorting apples by size and for imperfections...it may not itself be significant...but it trains you to switch off your internal dialogs / musings / assumptions / prejudices / trains of thoughts / automatic spiels / strategies / plans / presumptions etc etc and actually pay attention to the person...listen...attend to them 100% ... and THIS will open your eyes and ears...yield insights into THEIR motivations / needs / wants / ways of being / seeing etc...and allow you to tailor your spiel to them...not force them to endure your 'one size fits all' or 'I guess you are a type Z so I will use spiel Y'...

Anchoring is another word for stimulus response conditioning, it seems...NLP like to act all new and innovative, so made up terms to avoid revealing the source of their inspirations...not quite as bad as Scientology demonizing Freud...it is

about triggering responses...if the trigger is external, it is something you can control i.e YOU determine the trigger e.g ring a bell, higher pitch of voice, touch on the shoulder, faster rate of breathing, a particular memory / image / word / tone of voice ... like Pavlov and his dogs...the aim is to 'trigger' it easily and quickly, and often covertly, i.e without them knowing you have implanted / imprinted / conditioned a particular response, the activation of some internal mental / emotional state, with a particular trigger e.g a subtle touch on the shoulder, speaking to them from behind (if they are sitting for example this is easy), a higher pitch of voice, ... so they do not realise you have 'anchored' anything to this trigger...it is subconscious...their subconscious responds to it, while their conscious mind is unaware that they are being triggered e.g manipulated ... though can implant / condition triggers yourself...i.e remove old associations and implant new ones...so you are constantly triggered to be more positive, enthusiastic, etc about your goals, aims, and no longer triggered by past emotional traumatic associations to behave in sub-optimal ways e.g anger management, depression, over eating, excessive alcohol or other drug use, smoking etc...so same old stimulus now triggers a healthy, positive, productive response...and can find new triggers for states you WANT to access / experience e.g love, security, acceptance, approval, self-esteem, confidence, courage...

We need to be flexible, and have many options, and always innovating, to find ways to elicit states / responses from people which we want / desire / need e.g in persuasion, sales, education, training, therapy etc...

Cycles often occur in closed groups e.g families, or work groups, or among friends, in which one person's behavior triggers a response, which triggers a response i.e observe to see what triggers are in play, and what response they are eliciting...e.g how each is interpreting the other, in a patterned way...'he always leaves his socks laying around' interpreted as meaning 'he does not respect / love / appreciate / listen to me'... 'nagging' is a typical case...one person seeking to communicate, but other experiences it as 'nagging'...just triggers cycles of reaction between the interlocutors...need to 'step out of the loop' and give participants insights into their own non-conscious behaviors, subconscious triggers, assumptions (often wrong), and conscious reasoning / interpretation...can usually observe an interaction 'blow up' in a typical pattern...'He always...She just can't NOT...' that prevent constructive, generative interactions i.e solutions...just lead to conflict / argument / bad feelings / get nowhere / breakdowns in communication / relationships...destructive interactions ... do more damage than good...people start avoiding interactions...and triggered more and more easily...until nothing good left...just automatic cycles of 'switching off' to 'nagging' and resentment / ill-will / association of other people with negative feelings, avoidance of them / interaction...if power involved the weaker may just pretend to go along to keep the more powerful 'off their back', while looking for a better job / partner / way

out / exit plan...if cannot defy openly, can sabotage, perform to lowest level, passive aggression, sarcasm, and often escalates to violence when pushed too far...most homicides are people who know each other, and 'escalations' from relatively minor conflicts...i.e triggers 'blow up' the interaction, amplify the emotions, in negative cycle of increasing hostility / bitterness / aggression / fear / hatred / malice until hit breaking point and explode in physical violence, often murder...from simple 'argument'...'see red'...'blinded by anger'... MHR mostly because people won't admit when they are wrong...were wrong...think they can just deny it...and move on...but it is a submerged iceberg waiting for the hull of their ship, just when they think things are going smoothly, and they have 'gotten away with' whatever they are denying...can be very simple...the need to 'validation' of 'reality' is very great...

Chunking another NLP re-write of 'levels of abstraction', where you take people from more concrete levels of examples, to more abstract levels, and back and forth, iterating between the two, until there is shared comprehension vs some vague notions...too concrete is limited to specific examples / cases, and thus less useful...too general is too vague and hard to apply...the ideal is a universal, abstract e.g 'truth, justice, and beauty', but danger is everyone has their own ideas about what these terms mean e.g exclusivism of Mosaic / Judaic / Semitic ethics Vs what Buddha meant, and what most 'Buddhists' actually do...so concrete examples necessary at all times, referring to a universal general abstract...i.e constant re-iteration... 'chunking laterally' means finding more cases of the same level of abstraction e.g more concrete examples, more universal principles...the concrete is specific, and would lead to huge numbers of laws, but these often required in people of little intellectual ability...ideal is universal abstract concept, but so few will actually agree on the meaning of it, and it is so easy for e.g the Democratic people's republics of North Korea, the former East Germany etc...to call any system anything you like e.g ADL calling historical correctionists 'revisionists' and 'hate criminals' and 'deniers', when it is the ADL that is spreading the defamation, lies, hate speech, and denying reality...

Congruence is the most important factor in all this...you cannot just repeat a mantra and have it manifest...you cannot visualize yourself thin, and have this manifest...you cannot cure your illness if, on subconscious levels, this illness is performing some desired function e.g an excuse to avoid something, including life itself...a great actor is believable in any role they can 'pull off', because they believe they ARE that person, like Tom Cruise believes he IS Tom Cruise, though he can only PLAY Tom Cruise, the one character...real actors immerse themselves in their 'back-story' and truly believe they have had those experiences that made the character what they are, in the story, and thus project that character on every level, with every word, gesture, posture, etc...reinforcing what is ideally a well written script, and with all the appropriate props e.g other actors responses as if THEY believed it...the scenery, special effects etc...with

lots of editing of anything 'NOT congruent' ... like editing a song to make the performer appear to be a much more talented / able musician / singer than they are...like editing your facebook posts to appear much more successful and happy than you are...editing your resume...etc... everything has to line up to appear 'congruent'...your / their beliefs, strategies, tactics, assumptions, visualisations, REAL desires / aspirations / values and finally behavior e.g striving, discipline, working at it, sacrificing for it, working through problems, overcoming obstacles...all these have to be congruent to be 'happy' or 'self-realised'...most 'successful' people are NOT happy or self-realised...for they are successful at something their heart is not really invested in...so sabotage their success...even commit suicide at the height of their apparent success...if being fat is a solution to another problem, you will end up 'succeeding' at remaining fat, and therefore at solving THAT problem, and appear to 'fail' at losing weight / keeping your weight under control...if you don't really WANT to be married, you will end up cheating, being a bad partner, and SUCCEEDING at your REAL desire of being single again...OR if you simply value casual sex more than a long term relationship, you will 'succeed' at 'failing' at marriage, and blaming either your partner, or yourself...when in reality you SUCCEEDED at your REAL and higher priority motivation / objective / aim... OR if you eat for pleasure, and don't find a form of pleasure and comfort that contains no calories, to replace eating with, you will either end up miserable and slim, or fall back to food for pleasure and comfort, and most likely 'yo-yo' oscillate between the two...and if you value your 'problem' e.g obesity / illness / symptom as a great way to distract you from even WORSE problems, as a way to make your problems / your world, shrink down to a more manageable size, then you will never find a 'cure', because that would represent FAILURE i.e you would then maybe find yourself very attractive, but having to face an entire universe of OTHER problems you have NO way of dealing with...focus on your particular symptom/problem is a great way to feel 'in control'...and lets you focus on a blessed future where you are slim, and all your problems are over...but once you ARE slim, you realise there are an overwhelming number of OTHER problems you are POWERLESS to do anything about...they are outside your control, compared to simply controlling your eating...many people simply fear having nothing else to do...they have organised their lives around their 'problem'...it gives them places to go (AA meetings, weight loss meetings), things to talk about (everyone loves to complain about their own problems, and without these topics, what would most people talk about?), manageable solutions / problems / future successes to focus on...like a hobby...a locus of social activity...Religion itself is such a 'problem' e.g 'avoiding eternal damnation', and 'sin', offers 'problems' to focus on, a future 'solution' to look forward to, a social locus, a meeting place every week... MHR we need alternatives to bars, discos, churches, AA, sports groups i.e a reason people can get dressed up, and hang out together, in groups, to get out of the house, and socialize, without the need to first become an alcoholic, have a problem, succumb to dogma etc...but what would be the 'motive' i.e

‘payoff’...e.g bars is alcohol / oblivion and hope for sex, religion is ‘salvation and redemption’, ...

So congruence requires self-knowledge, insights, honesty with self about what you REALLY want from life...rather than meeting other people’s expectations / assumptions about what SHOULD make you happy...lots of people with everything we are told SHOULD make them happy are miserable...despressed...despairing...so we are shocked when THEY commit suicide and assume they must have had some disease...some brain malfunction...some brain chemistry imbalance...and many people are happy to pretend this is true, to sell them chemicals that they promise will ‘correct’ this imbalance or ‘cure’ this disease...when the fact is that people are miserable for reasons...often real, concrete ones, and many times illusory ones e.g the idea that they MUST do X, and be Y, and it is BAD to want Z, and be Q, that they are ‘guilty of sin’, that they are ‘unworthy of happiness’, that they ‘must serve someone else’s agenda e.g Vatican, Military, Parents, partners, friends, peers...and of course ‘successful’ people end up with that greatest threat to contentment and happiness ‘leisure time’ to worry, compare their successes to someone they know has MORE whatever, and to sit and think on the absurdity of life...while the ‘poor’ person is too busy surviving to be able to ‘afford’ becoming depressed, and worry about things out of their control...they have clear objectives, of paying the bills, getting work...though I would never suggest ‘busy therapy’ i.e the traditional Protestant work ethic...the ‘work makes free’...Germanic ethic...the ‘just keep busy and take your mind off the bigger problems’ that ‘work addicts’ are the best example of...

Congruence is integrity...another word for it...the reason why a poor philosopher is so envied by the rich and powerful, ‘success’...why Alexander would say ‘If I were not Alexander, I would be Diogenes’. You can live in a barrel, masturbate, and own nothing, and still be the envy of the world’s youngest, most successful person. Go figure! There is a reason why vagrants and hobos have often been brutally victimized by police, and in the U.S put to forced labor, often for many years, simply for being ‘cheerful, free, and happy’, while owning nothing, living rough, and being, in the eyes of the world ‘total failures’...

The reason MOST people will NOT manifest what they seek to manifest, is that they lack congruence. They do not REALLY want it that bad, so bad that they are willing to sacrifice for it, work hard for it, take risks for it, and sacrifice other things for it...and it is NOT really what they want...and it is really beyond their ability to attain, in this life...though, that said, one in a thousand WILL achieve it...the ‘problem’ being that, if you average out the ‘benefits’ this one in a thousand achieved, over the 1000 who strove for it, sacrificed for it, gave up everything for it, risked everything for it, and died without ever realising it, you

would have less than the ‘average’ benefits the ‘average’, lazy, undisciplined, relaxed, present-preference person enjoyed...

You can only truly RESONATE when you have integrity. When you have CONGRUENCE. Consider a pitch key for tuning musical instruments. If you added just a little alloy to the metal, or changed the shape just enough, so that it no longer maintained its original integrity, whole-ness, congruence, it would no longer ‘ring true’ to the pitch desired.

Empathetic resonance, where car engines explode and bridges self-destruct, occurs because they have too much congruence i.e the engine is made of the same materials throughout, and the bridge the same...so that once you start one part of it resonating to a particular frequency, e.g from vibration of operation, or in the case of the bridge, the oscillations of the wind, the entire structure begins vibrating / oscillating / resonating at the same frequency, and at this point, any CHANGE in the vibration / frequency will totally dis-integrate the structure...it will fall apart...literally...throwing bits and pieces all over the place...and even a maintenance of that frequency will build up standing waves...upper partials/harmonics, that will dis-integrate the structure...returning it to the ‘parts’ it was constructed of, often instantaneously, and with great destructive force...MHR which is it? Standing waves or like my novel, the change???

Future pacing is another NLP re-write for ‘rehearsal’ or ‘self-fulfilling prophecy visualisation’ of a desired, future, behavior / situation / state / condition / interaction... typical psycho-cybernetic training...rehearse the desired state mentally, so vividly it produces muscle memory ... basis of most sports applications of positive visualization,...

Installation is NLP’s way of referring to actually having a new set of behaviors / thoughts / beliefs become natural, normal, habitual...’installing’ new habits, ways of being and seeing...over-writing former imprints / conditioning / brain washing / stimulus-response programming etc...

Kinesthetic refers to all body sensations, feelings, emotional and physical, tactile impressions e.g touch...

Meta Model is just Grinder and Bandler’s way of observing implicit assumptions people are making, but not expressing. What they do NOT say can be made explicit, using logical deductions, based on what the full and complete expression would be, if they expressed it...so bringing implicit / tacit / non-conscious assumptions out in the open where they can be challenged...e.g deletions, generalisations, distortions...

Everything is metaphor to the Zen practitioner...the early inspiration for NLP came from the use of stories, parables, and analogies by Milton Erickson, to great

effect i.e he had a real talent for speaking to a person's sub-conscious via such metaphors...and of course anyone who has ever written a 'moral tale' has consciously decided to sneak a meaningful, significant, educational, ethical, moral teaching into the general public by wrapping it in a story...thus attempting to persuade people indirectly, who either would never read the philosophy if presented as philosophy, or who would consciously object, and refuse the message, if given explicitly...Consider all the great novels and the insights and lessons they seek to communicate, from Jesus to Hesse, to my own novels.

Pacing is the NLP term for mirroring / matching to avoid references to the source of the concept, namely psycho-cybernetics...like re-naming the god-man Jesus, to avoid the fact that the entire content of the Christian religion is 'borrowed' from earlier religions, the most contemporaneous link being the Mithraic religion, with its god-man Mithra. You mirror / match / pace to gain rapport, so that you can then begin to subtly 'lead' them into states / beliefs / etc of your choosing...e.g from anger to calm, from bored to excited, from disbelief to belief, to overcoming objections etc...

Predicates are simply descriptive words, used to describe a subject, object, or its actions...simply adjectives describing things e.g bright, colorful ... adverbs describing actions e.g fast, slow...and the actions (verbs) themselves i.e what is happening, what something / someone is doing... NLP observes that people tend to have a favored / habitual way of representing their impressions / thoughts / ideas, and for making decisions e.g visual, auditory, kinesthetic, lists of criteria, feelings, emotions... how people process the incoming data / information / impressions and use this incoming stream to form beliefs, come to decisions, make judgements, and 'experience' the world around them, including their own processing of this stream of impressions ...

Secondary gain is a generic term for benefits that an otherwise dysfunctional/destructive / problematic etc behavior provide, and which thus may be motivating that behavior, or at least preventing that behavior from being managed / changed / eliminated / controlled. E.g smoking to control appetite / weight, and 'look successful, cool, in control etc...

Surface structure is simply what people say. Deep structure refers to all the unsaid things implicit / unsaid in what they did say.

NLP uses the term Synesthesia in its own way, to refer to images / sounds / smells / etc evoking / triggering emotions, recollections, memories, trance states etc i.e one representation system producing a stimulus-response in another...smell is very powerful in evoking memories of past states / experiences...very powerful in terms of choice of romantic / sex partners for this reason...often subliminal / sub-conscious, and beyond rational interrogation / reason...and retrospectively post rationalized on other grounds i.e some

‘explanation’ given with ‘rational’ content i.e ‘reasons’ given which in reality bore no influence on the decision...because the conscious mind is unaware of the true motive for the action / decision / motivation / behavior...

Transderivational search is simply interrogation of explicit utterance for its implicit, real, deeper meanings i.e deep structure vs surface structure...

Ecology in NLP refers to wholistic integrity i.e congruence of parts with each other...secondary gains one example of lack of ecological congruence / integrity i.e conflicts of interest / objectives / desires / aims / strategies/ tactics / short and long term/ reason and feeling...

Well-formedness Conditions in NLP refers to an outcome stated in positives i.e what desired, that is chosen by, and acted upon, by the individual, is sensory based i.e can be tested objectively, and is ecologically congruent with the person’s noetic structure ...MHR

MHR NLP goes so far to sound ‘new’ that it uses terms like ‘presuppositions’ instead of ‘assumptions’...

Addenda vii of Persuasion Engineering

When you write a computer program, you have to be very specific. VERY specific. And very careful that what you have written is EXACTLY what you want to happen. Even before the programmer can start programing, other people have to work out the basic definitions for every possible input from a keyboard, and so on. You have to start at a very basic level and define everything as a particular number in binary e.g assign the letter 'A' on a keyboard the number 0110010, etc. Everything at this level is 'written' in 'machine code'. Just a bunch of zero's and ones. This machine code is the language of the computer. Few people speak it. Instead they interface / interact with it using programming languages that use a specific type of English. A 'programming language' like C++, for example. Other people have written the 'translation' software that translates C++ and so on into the machine code, the true language of zeros and ones, that the computer 'speaks', 'reads', and 'understands', to speak very loosely.

For here is the rub. The computer 'understands' nothing. It merely 'computes'. It just 'does' what it is 'told'. It doesn't even really hear or see. It just 'reacts' like a stimulus response machine, to the inputted zeros and ones.

This is probably the best analogy for the sub-conscious part of our mental operations. What people call the 'sub-conscious' mind. It computes. It does not 'think' rationally, reasonably, and reflectively.

If you program your subconscious to define killing yourself for some vague thing called 'honor' or 'your nation', it will accept this definition without wondering if it is 'logical' or 'rational', or 'reasonable'. Once it has had this definition 'implanted', 'coded', 'written', it will carry out the action. It will actually set about generating the conditions, situations, motivations, emotions, etc, required to realise the act of 'dieing for honor / the nation'.

When you go to program a computer, you have to be very precise. Vague, ambiguous, unclear commands can 'crash' your computer, interfere with its operations, conflict with other operations, and so on.

A computer programmer would never write a line of code instructing the computer to 'try' to do something.

Imagine that. What would it do to the computer program? You are telling it to 'try' to do something. Not to DO it. In other words you are programming it to deliberately FAIL to do something. That is implicit. Tacit. Unwritten. There is no 'binary situation' for 'trying'. You either do, 1, or don't, 0. You are telling it to both DO and DON'T DO, at the same time. Simultaneously. That might work at some quantum levels of indeterminacy, but at the working level of the world you either DO or DO NOT. You cannot both do and do not. Or can you?

In fact THAT is exactly what most of us do, with our minds. We program contradictory, incompatible objectives. Do and Do Not. We Sabotage all our own desires, our own success at achieving the objectives and states and situations and conditions we desire at some level, because at some other level we have been pre-programmed, or ambiently concurrently programmed, to desire the opposite, or something incompatible.

If you say to yourself 'I will try to stop smoking / exercise more / eat healthier / stop taking other drugs like alcohol or crack / spend more time with my kids / show my partner that I love them more often etc...you are writing 'buggy code'. Your system will crash. You will have sabotaged your supposed objective.

What your computer / sub-conscious hears is 'try' means 'fail to succeed'. You can Do. You can Not Do. 'Try' means Not Do, in the binary world of computing, and your sub-conscious.

First we may have to convince you that most of the things you do are done subconsciously, without deliberate, conscious, effort. Like breathing. You do most of it without deliberate thought, though you can also take control, and consciously breathe, deeply, slowly, consciously. Same goes for walking. You can end up 'square gaiting' because you 'think too hard about walking'. Everything you do you can do more or less consciously. You can eat watching television, without paying attention to what you are doing. Often without tasting the food. Losing all contact with the feedback your stomach is sending saying 'enough, enough'.

You have to start thinking in Binary. Yes No. Either Or. What do I REALLY want? What are my priorities? Compromise is a meaningless concept in the binary world. What you can do, though, is optimise. Break down global desires into actual concrete chunks of experiences. So instead of having to say Yes or No to some huge, wild option, and thus facing the HUGE opportunity costs i.e. saying Yes to X means losing all of Y, you can choose Yes or No from a large number of sub-parts that made up X and Y. So when you now say 'No' to that drink at the bar, the opportunity cost is not 'Never being able to drink every

again', but simply 'no' to that particular drink. Or 'No' to that handbag, and Yes to financial independence. Not 'I will never spend another cent on anything I want but do not strictly need, and live like scrooge, so your inheritors can enjoy the fruits of your hard work, sacrifice, risk, and self-denial. THAT opportunity cost is what leads to so many 'binary people'. i.e the extremes of behavior we see around us. People seem either to become spendthrift credit card addicts overburdened with debts, or scrooges. They either become alcoholics or tea totalers. They either become party animals, or live sterile lives with no fun at all. They adopt either / or for a a HUGE GLOBAL objective...whereas if you can break down that objective into smaller units, you can say Yes and No, with very small opportunity costs...you can buy THAT handbag, but not THOSE shoes...rather than end up either in debt, or living a sterile life not really worth working for...

But more simply, you cannot program a computer with 'try'. You either do or do not. 0 or 1. Current or no current.

That said, maybe the brain operates at quantum levels which allow for 'try'.

But experience shows that people who just 'try' to do something implicitly are not 'doing' it. People who 'just do it', as the Buddhist saying goes, actually are doing it.

So stop 'trying' to lose weight, etc, and start 'doing' it. Stop 'trying' to stop smoking. And simply start NOT DOING it. etc

Consider language the programming tool that it is. Muscle memory and association are other programming tools. We can program consciously, practicing carefully the optimal 'way' to do something, after having modelled someone with that skill or ability or competence. That is the best way. But most of us, until the advent of the uncensored internet (which is now being heavily censored to deprive you of the best intellectual role models), have / had a very limited population of potential 'models', and maybe access to a few badly conceived and even worse realised training materials, like books and videos. So we learned how to play soccer from the local volunteer coach or friends at school, we learned our religion from our parents and local priests, we learned a bunch of limiting beliefs deliberately imprinted on us by educators and television propaganda, and accidentally by peers, colleagues, friends, family etc...if you were working class you learned that it is evil to be ambitious to succeed at anything other than sports, and even worse, to succeed at anything other than sports, and make other 'failures' feel bad about themselves and their lesser good

fortune a.k.a Marxism / class conflict / envy / post-code envy etc... We learn to fail, or to hide our light under a bushel, to avoid 'harming' others, or making them feel bad about not having tried as hard as us...the 'thing' to do is go out drinking, watch sport on t.v, give up, and complain about how unfair life is, and put all the blame on our 'betters' for 'rigging the system' against us...and validating the only 'just' means of wealth, namely lotto wins, and sports glory.

We forget the many months it took us to learn the basic co-ordination required to pick up an object, to feed ourselves, to walk. During these months complex pathways were being formed in the brain, as nerve impulses were co-ordinated, feedback loops imprinted, and so on. We did a lot of the work consciously. Like when learning to drive. But once we have it 'down', we can do these things almost without conscious thought. And in fact none of us can 'consciously' alter our brain chemistry, our neural pathways, our nervous system. Not DIRECTLY. We interface with our body via the sub-conscious. The sub-conscious performs the tasks of digestion, as much as it allows us to perform complex physical actions required for sports, music, gymnastics etc.

But we can take control of our sub-conscious, once we learn how to program it. And how it has been programmed with limiting beliefs, propaganda, 'noble' lies, malicious lies, accidental errors, and deliberate errors.

One of the 'problems' becomes apparent when you view the subconscious as a tool. As a computer. One that has some 'hard-wired' values such as 'hunger bad', 'pain bad', 'food good', 'survival good', 'sex good', but otherwise is a 'blank slate' that is just waiting to be written on. Greedily seeking and absorbing definitions, protocols, programs, as if you computer WANTED to work, to learn, to experience.

So it is vulnerable to being badly programmed with lots of 'junk' programs, viruses, Trojan horses, etc, just like your own computer. If you just download any and everything, as a child does, without discrimination, you end up with a real mess. The mess we all get mired in over the first decades of our lives, and which very few find a way out of. Most don't ever even consider that TROONATNOOR might be anything other than the mess of often conflicting, inconsistent 'beliefs' and 'ideas' and 'knowledge', a.k.a programs and definitions, that they have absorbed. The most important are the earliest, when the mind is the most keen and desperate for 'understanding' of how to survive and prosper. Few people change much after age 5, in terms of their 'core' beliefs. Then comes all the other propaganda from religion, government, schools, mass media. Depending on your circumstances you will 'inherit' different programs e.g 'sense of entitlement' if you were fortunate, or a sense of 'guilt' and 'unworthiness' if you are typical working poor, working class, etc...If you think

it is random, and mere coincidental, its time to start thinking 'out of the box' you have become packaged in.

The worst thing is just how easy it is to 'fool' anyone. To program their subconscious, their computer, with lies. With errors. With faulty, buggy programs. With inferior scripts. So you can take a healthy, happy, thriving, creative person, and 'teach' them, 'imprint' on them, that they are doomed to sickness, ill health, dissatisfaction, unhappiness, dullness, boredom, failure, servitude. That the best they can hope for is to find a more considerate master to use them as means to THEIR ends, and thus avoid too much suffering, and if lucky, die in their sleep. They may then be released from this purgatory called 'life' to enjoy some future, vague, less violent, less painful existence with whatever 'gods' they have been programmed to believe in.

The great thing is that we can RE-program the subconscious mind just like the computer it is. We can undo all the damage done deliberately, maliciously, and with the best intentions, by parents, life, family, peers, teachers, education systems, institutions, religions, and re-write our entire 'life scripts'. We can re-program our sub-conscious computer.

Compare a compute to the sub-conscious, and the conscious to the programmers.

The computer, as it is now, has no intentions that have not been hard-programmed by the B.I.O.S, or the programs that are added to the bios. The Operating System. Then the various programs like the one I am using to write this. The programs used to decode various data into movies, music, and so on.

Few of us know how to program a computer. Even fewer of us know the simple techniques required to program your mind. Luckily it is much easier to program your mind. It is much more user friendly. Almost as if some annunaki (they who came from the heavens) had designed it to be that way. Or as if our pre-selves designed these 'experience engines' to be satisfying, enjoyable, fun, easy to operate etc.

If our minds didn't come with a user guide, then this book can be seen as the user guide of all user guides. Based on every user guide to the mind ever written.

The advantage a computer programmer has over me is that the machines he works with have no 'affects'. No emotions. They do not 'resist' updates. Updated definitions of TROONATNOOR. Whereas humans fight tooth and nail to keep the most unproductive, erroneous, maliciously inspired, counter-productive, etc definitions, as they are emotionally invested in them.

This EMOTIONAL INVESTMENT is the HUGEST barrier to becoming saner, more creative, healthier etc...

What do things 'grow' from, if not seeds? If 'soil' is E-M soup, then all that determines its qualities is its vibrational frequency / resonant frequency...so you can 'seed' anything by actively 'transmitting' on that frequency i.e mind converts/encodes thoughts / desires / ideas into vibrational frequencies that start the EM soup to vibrating...to produce the 'harvest' of that seed i.e a form corresponding to the thought-waves...like planting a seed, seeding a cloud, seeding crystals i.e the catalyst is your projected resonating field...which is all 'atoms' are, layers of fields of different vibrational energy / frequency... they 'collapse' into states when we observe them / open the box with the cat / put a camera next to the 2 slits...but while no-one is 'watching' or 'experiencing them i.e interacting with them, they are potentials...with both valencies latent...don't collapse to one potential until observed..then appear to be 'real' and 'fixed' and have particular qualities...

Resonate to reality you want...find things currently in life that resonate with this reality...vividly mentally be the new reality i.e feel as if it is already real...focus on it...and everything congruent with it in your life now...become vibrational match to what want, not what have, in this way...don't resonate to what don't like / don't have / don't want...infinite generative power of consciousness...pretending is way to raise vibrational frequency to reality you want to manifest...attend to those things want...those things congruent with what want...like attracts like...enjoy the things you have that you want and which are congruent with what want e.g more / better of same...so authentic now vibration...raise tone to match higher / better version of reality you desire...no 'distance' between what want and what have...merely match frequency / resonance of what want...here and now...focus only on what similar in current situation to what want...vividly imagine it and become it...be it...as if it is already real...you will attract people / resources / energy that match this new vibrational orientation / frequency resonating at...enjoy process...life is eternal generative process...resonate to positive feelings / desires and not what don't want / like in current life...enjoy process joyfully...spirit of playfulness...eternity means constant new objectives / goals to manifest...so actual object of desire that you wish to manifest not end in

itself...insatiable...imagine current car is car of dreams, be the driver of that car...make that reality real ... experience it...be it...find what do have in current car that matches what want in desired car, so begin resonating at frequency / reality of that new car...line up vibrational signal and keep it there...like tuning radio / t.v...you will be tuned into it...will attract all convergent resources / people... current life is the one you are resonating / tuned into...you are generating it / manifesting it...don't compare progress to others...play your own game...focus on own intention...any negativity / envy / jealousy will change your vibrational frequency i.e you will resonate at these, and lose your own direction / agenda... consciousness generates all...it is generative source...infinite... ecologically sound as can increase / manifest abundance in own life without negative externalities to others...increase total level of abundance ...world mirrors out thoughts and feelings...we manifest our emotions / desires / thoughts i.e self-fulfilling prophecy...raising tone to imagined reality manifests / generates it... wrong to blame situation for producing feelings / emotions / tone when in reality other way around... setbacks are learning opportunities / feedback vs failures / obstacles... malice vs stupidity? ... why resonate to unwanted things? ... reinforce them and generate more / reproduce them... don't become habituated to negative resonances...reject them, focus on positive, build it up by reinforcement...failure is manifestation of expectations / self fulfilling...no need to fail at all...but if think you need to, will...action cycles must come after have reoriented vibrations / are already resonating in line with reality want to manifest i.e to the things already have similar to it...ignore anything that does not match with what want, and act only when feel inspired i.e when action is aligned already i.e you are already aligned...and can manifest what want...resonating out what want, so reality empathically resonates with it, and thus 'matter' and 'energy' now generate a reality convergent / congruent with it...i.e treat 'MEST' as what it is, electromagnetic soup, that resonates empathically with the vibrations you send out, vibrate at, resonate at ... like a catalyst that tells the soup what to become...your mind already is being that reality i.e vividly imagining it and being it, as if it already is, and this tells the soup how to organise into MEST...without any risk of harm to anyone / anything...universe infinite potential...will manifest / become what you project / program it to become...like nano-tech program or 5D printer...

Like unconsciousness, universal law doesn't judge, or distinguish between desires and fears...they are just thoughts that universe will resonate to, and manifest...i.e no notion of good or bad...just stuff...will manifest whatever you are resonating to / at i.e vibrational tone...what is imagined vividly becomes real...we are infinite energy that chose this life to evolve / expand / become higher expression of infinite life force ... heroic mission/goal... mind limited to this sphere...ignorance part of process...mind not attuned to

universal laws, has own internal logic which rejects what divergent with its experience ... attachment to social reality...can step out of it, into unknown.. sense of loss as move away i.e loneliness...as move towards new, higher frequencies / tone / reality...can become aware of different bandwidths outside usual 5 senses...like tuning into radio waves, wi-fi... every event is manifestation of your own projection into universe i.e whatever you project is returned, without censor, judgement, valuation i.e send out fear, get what fear, send out happiness, get what makes happy...fear / hate produces war as war consistent with fear and hate ... outer world is physical manifestation of your internal reality ... if you ARE successful in own mind, will become successful...if vivid 100% convinced of reality, it will become real...universal law neutral ... if you feel unworthy, guilty, undeserving, will resonate at these frequencies and you will be 'punished' i.e convergence and correspondence...you order bad luck and universe delivers it...reject what don't want, resonate with what do...universe will match ... this resonance will manifest itself in this plane...i.e how resonate internally, on that plane, will manifest in this plane...can only manifest for yourself...everyone else has own journey to make, not for you to 'wish good for them'...energy has no valency...it is potential to manifest what you imagine ... karmic energy is what you resonate e.g malice, jealousy, envy, violence projected Vs others is manifest as own suffering...we are responsible for only own evolution...adversity connects us with true self ... suffering product of own internal reality i.e is manifestation of it...energy pure potential...the resonances / frequencies / vibrations you project onto it, shape it into forms and 'realities' you will experience...act as if what desire already real...just a matter of time for universal law to deliver it, from totally unexpected sources...enjoy it as fait accompli...have faith...certainty...thoughts create reality...reject doubt i.e dissociate as minds ignorance ... focus on certainty...seek validation of miracle i.e proof that it is coming...is manifesting...you will be tuning self to higher tone realities...your reality will resonate at same frequency as you do...vividly imagine what want in full detail, all submodalities...see outcome desire...feel as if already attained...

N.B your object is the expression of a process, not the end in itself...it is a representation of the things associated with it...a gestalt...the impression you ascribe / interpret / construct may be erroneous ... in normal language you visualize a sports car, associating that image with your hearts desire, then the universe produces the actual hearts desire in a form unexpected to you...but it is the actual projection, and you should accept what you get in this way, as being the actual, direct hearts desire / benefit you were seeking, but which your limited mind envisioned / constructed as a sports car...probably you wanted a certain feeling of success, approval, acceptance, freedom, power, status, and the sports car came to embody these to your limited consciousness....so take the gifts you receive i.e manifest as being

truer representations...do not idolize the resonance i.e limit it to some particular form ... and define anything other than that form as a failure of the universe to manifest your true desires... and note that you may not be aware of what you are truly projecting i.e resonating i.e programming i.e 'ordering' ... you must be careful of worldly temporal leaders / propagandists / false prophets / marketers who insist 'X' means happiness, power, joy, freedom, approval, acceptance, love ... a very narrow 'X'...including war as peace, noble lies as truth, deception as leadership, fake news as information, propaganda as higher truth, ... so you end up projecting war, violence, force, lies, deception ... and that is what you get...when you need to project truth, freedom, peace, noble truths ...so the victory in a preemptive war you get reflected back to you / produced by the universe , will be a manifestation of a problem and not a solution i.e war, continual war, eternal war, and all the lies, propaganda, loss of freedom, pain, misery, suffering, insecurity etc... mass media of government and war industries project fear, get you to resonate at level of fear, and produce violence, war, terrorism, literally...they carry out acts of terror on their own people as a 'noble' necessity to preempt them into accepting war, which the leaders often imagine is real, and coming i.e preemptive wars of defence...because their minds are full of fear, they project that into their acts, manifestations, manifest fear in your minds, which manifests 'defensive' actions / wars/ patriot acts / and even acts of terror upon your own people 'for the greater good' of your own people i.e sacrifice 3000 lives in New York for the good of 'the free world'...mental delusions they experience as real...though never trust YOU to see it THEIR way, so keep secret as 'noble' lies...

Move towards goal, ignore apparent 'time' it takes...focus on goal, not how long it is taking...time is illusion...affirm confidence by setting modest goals to establish compelling belief in the power of universe to manifest ...

Reject anything in mind that contradicts your goals / beliefs i.e reject mind as limited, and NOT your SELF...affirm your goals, beliefs in manifestation...even as mind doubts...focus on self...own evolution...resonate on the highest levels you chose, not the lower ones your mind is often tricked into / confused / obfuscated / distorted / conditioned etc into...

Energize your shield by vividly brightening it,...resonate your body as high as possible...visualize this faster resonance...vibration...as increasing brightness, vividness, reality, hyper-reality...represent it as a higher tone of light, sound...and amplify it...each morning, before important events etc...remind self that manifestations not always obvious, takes subjective time to accumulate / manifest i.e new patterns forming / rebuilding ... can

take years of subjective time...ignore chronological / subjective time ...
gradually move out of prison, gate is open, but habituated to prison
life...like elephant tied with string...conditioning...

Must trust world...have faith that all is for the best...even when can't see
from limited perspective...

Free will? Universe cannot manifest what we do not project ... resonate ...
otherwise could just instantly transform all life...MHR karma as this
'nudging'... have to learn to accept world as perfect as it is, for what it there
to do i.e its purpose, and not focus on changing world, but on manifesting
higher resonances...focus on your own resonances...what you
will...personal evolution...express this by helping anyone who seeks your
help / notices you are different / better ... don't try to force anyone to follow
your path...let your manifest behaviors / emotions / life attract them...

N.B conditioned to expect everything has cost, must struggle, suffer...not
true...reality simple...vividly 'realise' something in mind will manifest it in
world...for subjective good or bad...

We are limitless, our potential limitless...don't judge world as it appears...to
our limited consciousness...

Aboriginal 'dream time' i.e 'the dreaming' of this world as it
is...nominalized as past completed action, but it is process...we are in
process of dreaming our reality right now...so 'dream' a better
one...continue your 'dreaming' of your reality...which is what 'creativity'
is...like Hume's Pegasus...any writer produces a reality in their mind, then
in our minds...

MHR statistical misleading i.e in ancient times, average life expectancy very
low, as so few survived infancy, childhood...but once survived to adulthood,
had same life expectancy as today...any adult with access to adequate food,
and not killed in war, lived as long , if not longer, and with greater vitality,
than today e.g Socrates, so many famous people...though most drank too
much, ate too much, too many other drugs, poor lifestyle choices for long
life, and died around age 60.

God force? Anthropomorphized as emotional being. Force is just neutral
power that resonates with consciousness, to produce what that consciousness
projects. Your happiness / sadness is subjective, and the force has no
subjective awareness of it...simply resonates like tuning fork to same
frequency you resonate at...we collectively resonate at? ... we are all like
different strings on piano, resonate at different frequencies...and thus
'produce' different tones e.g sad and deep, or happy and high...though high

and low merely frequencies, and it is our representation i.e subjective 'experience' of 'happy' and 'sad'... pleasure and pain related to organism's survival and reproduction...

People still want to personify this force ... as a being... either angry possessive jealous god of wrath, or caring, nurturing, of love...when it is energy / force / potential ... E-M soup...infinite potential i.e can be vibrated at infinite range of frequencies and thus produce infinite variety / range of 'realities'.... We are tuned via 'senses' to very narrow bandwidths of very narrow range of frequencies....infinite potential in and around us...not perceived by us...we imagine the world we perceive is the entire world...and the 'cause effect', input-output nature is the only way to 'manifest'...but really have no idea how things manifest, how apparent objects constructed i.e Hume ... if we free ourselves of definitions / limiting beliefs, we can manifest anything we desire...simply project the reality, make it real to our mind, vividly construct the model...it will begin becoming ... becoming part of your reality...

Don't limit own goodness i.e define self as unworthy, bad, which is what religion is all about...control...feel deserving...entitled...allow everyone to be entitled and deserving...

Attend to what manifesting i.e what receiving, what is materializing, and receive it with joy, as affirmation of principle of manifestation...

You are as much god as anything else. Increase your own power, affluence, excess, strength, health, so can be the change in the world, 'help' others who ask for it.

We are discrete? Individuals? Alone?

Consider how artist / designer allows their 'creation' to constantly inform their process i.e start out with a particular or general conception of the final product, but adapt to the product as it evolves...a constant iteration...constantly adjusting...so that the final product may be very different to the conception that mobilized / motivated the process at the start, and even during the process...Zen openness to letting the process generate its own outcomes...the plan is nothing, the planning is everything...and so our dream of a sports car is of value in setting us off on a journey, starting a process, investing the energy and time etc in the process, rather than as an end in itself...and the process it sets in motion may lead to a much more valuable, and unexpected, outcome ... which itself will merely be part of a further process...or part of the animating game of life...i.e the motive for life...to propel us into life...the incentive / motive / propellant / drive ...

Universal law as 'mirror' that reflects your intentions...as vivid and specific as you express it...e.g specific desire projected is returned as manifestation of the 'reality' you have in your mind...thus you create your reality in your consciousness, and the universal law / god force manifests it in your 'external' reality...so be specific...helps organise unconscious / universal law i.e plan any outcome required specifying what you want it to look like, be, provide, do, function as ... e.g a blueprint...takes time to draw it...then update as begin building it i.e allow process to inform you...

Don't get frustrated that it takes time...as time is eternal...endless supply...of NOW...resonate them NOW...expect them NOW, at any moment, the readiness is all...if not be now, yet it will be...wait with expectancy...knowing it is about to appear...certainty...reject any negativity or 'complaining' or 'worrying' about it...they will confuse and contaminate your blueprint...miss up your mix...add conflicting / disharmonious notes to your resonating frequencies...projecting...so get a mess manifested...rather than what you really want...

Creative visualization...convince self future state is already real...mind cannot distinguish between 'external reality impressions' and vivid impressions you actively construct in your minds eye, yourself...

No invention existed in world before existed already in someone's mind...as a whole...Pegasus of Hume... but initial idea evolved...and continues to involve in other's minds i.e we adapt earlier inventions in new ways...improve, evolve...

Forgive self. Accept self. Focus on positives, and resonate them bigger / larger/ wider/ brighter / more associated i.e associate with the positive, focus on, and express this positive, as existing manifestation of what want to continue manifesting...unconditional love for self... acceptance...so project unconditional love and acceptance...and vice versa... self-criticism / negativity projects and manifests in other's reactions...we are on road to ideal self...let the best of you set your direction...and seek ways to strengthen these...focus on these...project all positive...manifest more of them, more of the like...like attracts like...reproduces more of like...extends like...builds on...

Set goals just one step ahead, so your really can believe in it...so real...so compelling...break down huge goals into steps...be flexible in changing goals as move on...use goal as motivator to move forward, to move i.e psycho-cybernetics requires purposely action to feel O.K...otherwise fall over...hard to stand still for long, will fall over...system builds up feedback

loops, end up losing homeostasis i.e blood stops flowing, pass out even...momentum easier to maintain than stasis...

MHR consider how I demotivate self NOT to go out, dress well, approach women i.e vividly construct rejection scenario, or failure of follow-through etc...so give up...

Never fixate on original first desire e.g to achieve X, when X was just a representation, the best your conscious mind could come up with that that time...a propulsion system...so if don't get X, but something else, focus on what is in what you got that is like what you want more of the same / similar of...

During day, focus on things you like, and want more of, or more of the like i.e all the good things in the world...focus on them...attend to them...let them raise your tone...resonate with these good things...so you will match their frequency and project more of it...manifest more of it...i.e unconscious only understands X, never NOT X, so focus on X i.e the good...so you tell unconscious that is what you want...!!!

Be the change you want to see in the world e.g kindness,...when you are kind, you resonate kindness...and when you appreciate other's kindness you resonate at that higher tone...and tell unconscious 'I want more kindness in my life'...be kinder to yourself and others and animals...focus on the kindnesses you have received and not the unkindnesses, so unconscious / universe knows what you want it to manifest

Reframe all thoughts in positive i.e what DO want, and visualize what DO want, and attend to / focus on / perceive what DO want throughout the day, and ignore / reject / don't attend to / don't dwell on / don't get stuck on, any thoughts / images etc of what you do NOT want...

Build faith that you will always have enough money etc, so don't fear, don't hoard etc

Higher frequency is representation of higher tone / level of being / higher consciousness / positive state of being...more powerful / positive / generative...rather than literal, though it may be literal, no need to fixate on actual frequency ... it is just representation ...

Don't resist negative thought, or feel frustrated / failure at having had it...accept it, then move in positive direction ... never repress...express in some way, then move onto focus on something positive...reframe by letting bad remind you of the good you usually have, that loss meant you had, and can have again, that bad choice is exception to otherwise good...that failure

means usually succeed...or has taught you what not to do next time i.e learning experience...

Emotions mirror vibrational frequency i.e analog .. representation of...so feel good, don't indulge in luxury of feeling bad / negative i.e dwelling on bad experiences / observations...to manifest best for you and others, have to feel good, maintain this good feeling

Thoughts can be represented as vibrations i.e electrical signals of certain wavelength, and frequency...which they literally are / may be...so positive thoughts equals positive vibrational frequency / tone / level...

Re: representation Vs 'objective reality'...Capsaicin is the compound in chillies that receptors on the tongue, and rest of the body, interpret as 'heat'...if you eat, you get the same 'flight or fight' response as if threatened by fire...adrenaline and endorphins released, after sensation of burning...brain 'thinks' you are putting fire in your mouth...that it is on fire...as receptors match / bind with Capsaicin molecules in chillies etc...in other words a 'harmless' compound is represented as 'fire' by the receptors / nervous system i.e it encodes capsaicin as fire, transmits to brain, brain decodes 'fire' ... producing the typical sensations of burning which most people hate, but the addictive reward of hits of adrenaline and an endorphin 'rush'...i.e 'feel good hormone'...powerful pain killers which induce rush, and pervasive sense of happiness...brain's pain centers go into overdrive i.e represent chillies as fire, pain...pain is subjective experience of Capsaicin...produced by mind...and NOT by chillies i.e NO fire / heat ...but result is sensation of 'burning' i.e 'false impression of heat / fire / burning...which brain responds to as if it is real fire' ... milk has casein which neutralizes capsaicin...surrounds capsaicin molecules i.e binds to them, naturally attracted to coat them...now they can't bind with / latch onto tryptophan receptors in body...just flows over, no impact, like any other liquid...so keep milk handy if eating spicy food... different people with different tolerances...tolerance builds up...though normally intense pain...and at some level of concentration unbearable to everyone...depending on Scoville unit rating of food 's i.e intensity / concentration of Capsaicin in food...i.e more 'fiery' it is perceived as...eyes water, nose runs, mucous flows, can feel like throwing up...heart beats harder and faster, pupils dilate, breathe deeper, arteries widen sending flood of blood to muscles...adrenaline and endorphins...i.e body's naturally self-produced pain killers...brain responds to chillies as to fire...assumes it is really burning...those who love chillies treat it like riding roller coaster, thrill seeking, seeking stimulation, sadomasochism, rush of excitement...feeding brain's desire for stimulation... intense pain endured

for this rush...MHR question of any real health impacts?...I thought it was vitamin C? ...

Alcohol is poison...toxic...passes through blood-brain barrier i.e water tight membrane that usually keeps out liquids...Crystal Meth binds with pleasure center receptors in brain, which would normally respond to pro-survival / reproduction inputs i.e encourage us to repeat / seek out those inputs e.g sex, food...immediately addictive...like sex and food, first 'hit' of it most powerful, and spend rest of life seeking to reproduce that high i.e 'chasing the dragon'...

Enzyme Amylase in saliva breaks down starches to release sugars inside it...Peruvian alcohol ... chew starch...even white bread will start to taste sweet if leave in mouth long enough...converts starch to sugar...then expose to yeast in air...lands on chewed yuca, feeds on sugar, multiplies i.e process of fermentation...yeast digests sugars, and converts into CO₂ and alcohol molecules...which are smaller than H₂O, so pass through water-tight blood brain barrier... CO₂ makes bread rise, alcohol evaporates, in bread yeast fermentation...once alcohol content reaches about 6%, slows process i.e starts killing off yeast...this is why beer maximum alcohol around 6%...

Alcohol effects neurotransmitter / chemical messenger called GABA, that regulates brains activity...acts like a break on brain cell firing...alcohol interferes with this so more we drink, more receptive brain cells become to GABA already present...this has dampening effects on different brain areas...first blocks GABA receptors on parts of brain most sensitive to GABA, e.g areas that control our inhibitions, level of excitement, sense of liberation...so first effects are sense of freedom, power, lack of inhibitions, feelings of excitement...next suppresses parts of brain that regulate emotions, then motor control regions, then memory...blind drunk leaves only most basic parts of brain with least GABA receptors unaffected...so keep breathing even when unconscious...though too much can block even these i.e death...though documentary failed to mention this, implying you would just go unconscious...when people die all the time from binge drinking, as direct result i.e go into coma, shut down, stop breathing.

We have both an aversion of, fear of, and desire to try out / curiosity, of the new.

Peru has coffee, cheap stuff, cocoa, cocaine, coca, abundant cheap fruits and veges, soy, friendly people, climates and historical / UFO related i.e Sirius stuff...is coastal and rainforest and dry...great location to travel to U.S or South or Central America...uses U.S dollar ... speaks Spanish...so ideal next destination... 'rent' small room to store all my stuff, maintain an address / registration for Estonian residency, and find cheapest flight date ... have

passport...work on this book ... can bring cheap light note book and in ear headphones and mobile with. Can pick up guitar there...have backpack already...start learning Spanish once there... save lots of Spanish learning materials to hard drive before leaving...and on phone...along with all my books/ music/ videos...camera in phone...get cheap simcard there...do a bit of research, then just see where it takes me...nothing to lose, nothing here...but can return...this time not lose all my stuff...can try to sell before leave...???

Manipulation

Attempts to influence conformity and conversion...i.e difference between private and public belief is conformity, but conversion requires the person actually change their belief i.e 1984 room 101 ... they've been studying all sorts of clinical studies, but little practical application / conclusions possible...real life situations much greater affects / imperatives / costs / benefits...some susceptibility appears demonstrated i.e compliance with group think...in studies...in real life can be life and death, career killer...HOLOCAUST AGREEMENT IS BEST EXAMPLE of conformity pressures...and even conversion i.e children 'experimented' on with Holocaust ... we all grow up taking it for granted that holocaust is 'proven'...that there is no dissent...that there is consensus...that it is a given...Judges in Germany assert it as definitive dogma...fact...beyond question...Clinical studies tried to influence perceptions of participants e.g accomplices to study pretending to smell a scent, where no scent existed, or insist shorter line longer or same length, etc...with some success...though conditions in studies very unnatural...lots of contradictory results and mostly 'anecdotal' support for 'shifting' / convergence / consensus i.e impact of other people's opinions / group on individual...i.e actually changing other people's perceptions via deceptive descriptions...apparent agreement of others that your perceptions are erroneous, do you 'go along to get along', or even 'see' 'experience' the reality differently to converge with the group? Public agreement Vs private divergence? Or actually 'perceive' things differently, to conform to groups apparent perception? And what if everyone pretending? As in T vol I? Greater influence of accomplice if appear as 'expert' status, dressed well, presented as 'highly intelligent', successful on prior tasks given, high prestige, presented as 'elected leader', the greater the certainty, the less the conversion ... the greater the ambiguity / uncertainty, the greater the susceptibility...further from direct examination, the greater the susceptibility...absence of objective frame of reference i.e ability to 'check' / measure, increases susceptibility...factual matters and personal perceptions less susceptible...expression of social values more susceptible...publicly expressed attitudes susceptible more than actual conversion to attitude / belief...if 'group

consensus' pretended, individual more susceptible...conformity effects...shifting of perception / expression of opinion towards assume consensus position i.e faked...more likely for participants to volunteer if large numbers of other people in group are volunteering i.e naïve Vs accomplices...

Shift from private opinion to reports by others ... consistent uniform divergence pressures more effective than inconsistent, non-uniform pressure i.e complete agreement / consensus of 'accomplices'...over various tasks...

Self-definition can be 'shifted' in same way e.g self-esteem, confidence in own ability etc...

Peer pressure i.e acquaintances more influential than strangers, unless stranger introduced as expert, or activity defined as 'intelligence test' and stranger defined as 'highly intelligent'...

Greater readiness to shift under certain conditions?

Susceptibility to shifting...children influence other children, and younger children, more than adults do...acquaintances vs strangers...higher status than subject gives consistently higher shifting to that person...

Past public disclosure lead to resistance to shift i.e greater commitment to previous position...Anonymity allows greater shifting...public commitment leads to resistance to influence...i.e once publicly commit, less prone to shift...MHR lose face / appear indecisive

MHR All hypnosis is role playing...offers client new options i.e an 'alibi' to overcome inhibitions / limits they consider expected of them / manly / moral / upright / ethical / culturally conditioned / socially desirable / status related / dignity related etc...can allow prisoner of war to give up information to save own life / reduce own suffering, and thus betray friends, nation, unit etc. .. as an alibi, like people use alcohol as an excuse for bad behavior, or even just uninhibited / letting their guard down behavior...an alibi 'oh I was drunk' ... socially acceptable alibi for sleeping with someone wouldn't otherwise, and them not being able to expect anything i.e one night stand, i.e no obligations / no loss of face ... allows to do what really want i.e avoid torture / get privileges / access pleasure / satisfaction, even commit destructive / malicious acts, and can blame on alcohol...or phenobarbital...etc...don't have to admit 'I wanted to avoid torture / pain/ prison / isolation/ room 101 and so I 'sold out', can claim socially acceptable alibi 'it was the drugs'...sorry, but I had no control...alcohol typically present in rape, assault, anti-social behavior (and majority of 'accidents')...

So point about therapeutic trance is it offers people greater freedom than they would otherwise feel, to experiment, to act differently to conscious limiting values / beliefs / norms / culture / expectations etc...it is a role ... like role of hangman, or soldier, or judge, not natural situations but people do very unusual / excessive things while occupying this 'role' i.e not 'self', not 'personal'...things they would normally not be allowed, or allow self e.g fire bombing of entire cities of mothers, children, old people...and 'hypnotised' or 'in trance' is another example,...allows person to 'save face', to 'bypass their normal boundaries / inhibitions / noetic structures / what they 'allow' themselves to feel and think i.e under trance / stage hypnotist, they feel outside the usual judgements of self and others...so can do what REALLY wish they could normally i.e overcome normal inhibitions of conditioning / social expectations / socialization...which is why military 'training' necessary in most cases before most people would ever bomb cities, shoot people etc...they have to become immersed in a new role...one with different values, allowances, expectations, freedoms, limits...in case of trance it is about dissolving the usual limiting beliefs, and offering up new horizons, new options, 'allowing' new ways of defining, being, and seeing...new values...opens up closed system...allows flexibility...more choices...can displace / replace rigid conformity to some learned / conditioned reflexes / 'strategies' / habits / muscle memory / knee-jerk reactions / rigid inhibitions / rigid rules / dogmas / 'musts' / idols ... nominalisations that have become reified as rules, musts, dogmas, gods, superstitions, phobias, allergies, psycho-somatic symptoms...

If you constantly think of what you are NOT, what you can NOT do, what you are BAD at, and at bad experiences, and failures, then you will have low self-esteem. You will have very limiting beliefs. If you focus on what you CAN do, what you are GOOD at, at positive experiences and successes,, you will become the best you you can be.

Happiness / contentment is not about being better than anyone else at anything, in any way, but about being YOU. You are unique. Special. Be the best YOU you can be. THAT will bring you satisfaction. Stop comparing yourselves to others, especially 'fake' others, and the 'chocolate side of others they let you see'. Compare yourself to how you used to be, how much better you are at all manner of things, how you are moving forward, growing, becoming smarter, wiser, kinder, more compassionate, more competent etc

Define mistakes / errors as 'learning' experiences. Focus on what you learned, the benefit, not what the cost was. Don't linger, over-indulge, or wallow in negative memories like a masochist. Get over it. Learn your lesson. It was feedback. Use the feedback. No live in the here and now.

Teachers with little motivation or competence will blame the student 'you are no good at math, focus on English'. Instead of explaining to me what was expected in an Essay, a teacher told me I was no good at writing, and should focus on math. At least the worst my English teacher said was that I 'enjoy' singing. Of course implicit in this is that I couldn't sing. I found it impossible to sing out of key with all the other kids. Can I sing? That isn't the point. Whether you think you can, or think you can't, you will tend to be right. I focused on learning vocal training exercises etc to improve my singing, and found a teacher who was willing to explain what was expected in an essay. Funny that it was a history essay I got bad grades on, given the propaganda level I was expected to reproduce ! I topped English. I topped Economics. I dropped History because the teacher, who was fired soon after, was totally inept or totally unmotivated to teach anything.

Experiences accompanied by strong emotional affects e.g pain, pleasure, fear, joy, happiness, shock, awe etc tend to 'stick' more.

Doctor Wilder Penfield, a neurosurgeon at McGill University in Montreal, Canada, showed that persons could be made to relive past events simply by electrically stimulating certain brain cells. The scenes were so vivid, subjects actually thought they were happening all over again.

"Subjects feel the same emotions that were generated by the original event, and are aware of forming the same opinions and interpretations, whether true or false, as they did when they first had the experience. Thus the memory evoked by the stimulation of brain cells is not simply a visual or auditory representation of a past event, but an integral reproduction of everything the subject saw, heard, felt and understood at the time."

When we worry, we start by thinking about some unpleasant incident that is likely to recur in the near future. It could be an event like the loss of a loved one, or being laid off at work, a letter we received containing bad news, an interview which did not go well, etc.

The more we think about the event, the more details it evokes, and the more real the event becomes. We soon start feeling the negative emotions associated with it - tension, disappointment, anguish, and so on. As Maltz remarked, there is no effort of will involved - the cause of our anxiety is simply the result of our uncontrolled imagination.

By forming a positive image of themselves, by imagining themselves as being happy and fulfilled, people actually create the possibility of their own happiness by triggering positive reactions in their organism.

Sick people who can visualize themselves being healed, who really want to break out of the cycle of illness, recover more quickly than others. The important thing

is that they get better not because they want to, but because they can actually see themselves as healthy, happy individuals

Creativity works in much the same way - after considering a problem from all possible angles you have to relax and let it simmer for awhile, until a solution appears. Artists, inventors and other creative people talk about something called inspiration - new ideas are always there, all you need is some kind of mechanism to help you tune into them. Musicians often claim that they simply hear a new tune while walking along the street or daydreaming on a park bench. Mathematicians have flashes of inspiration that allow them to see the solution to a complex problem in their mind, almost as if it were written out in front of them.

Modern man, on the other hand, tends to rely solely on rational thought to solve problems. The myth of reason and logic is so strong, so overwhelming, it has all but buried our faculties of intuition and creativity. We become anxious when we can't find an immediate solution to a problem, when our rational mind seems to let us down.

Consider who is more likely to succeed / look good. The person who believes that they are going to fail, they are no good at anything, are ugly, and so consider any investment in themselves, or their appearance, a waste of time, effort, money, and, assuming failure, is not willing to take any risks. Or the one who believes they can succeed if they work hard at it, invest the time, energy, and commitment, and take the risks? Who makes an effort to look good, investing in nice clothes, personal grooming, getting their hair styled regularly?

An anchor elicits / triggers a whole set of responses, in different representation systems. E.g watching someone bite into a juicy lemon. Red lights and stop signs hopefully trigger an automatic response. Soldiers are conditioned to give salutes if they see officer insignia on a person.

We represent that narrow bandwidth of the electro-magnetic spectrum we call 'light', 'visually'. We 'see' it. Starting at a wavelengths ABOVE around 7000 angstroms, which most people perceive as 'red'. Wavelengths below this are represented as 'warmth' or 'heat'. Hence Infra-red devices convert heat signatures into images that we can see, allowing us 'night vision', and to 'see through walls'. Different colors stimulate nervous and glandular systems, affecting functions like respiration, heartbeat, and blood pressure, differently.

Red: Symbol of fire, blood, conquest and virility, red has a stimulating effect. In photography labs, workers who spent long hours under red light developed psychological problems which disappeared when the red light was replaced with its complimentary color, green. Red is often a favorite color of children, very active persons, and people living in primitive cultures.

Orange: Linked to emotion, orange is less mentally stimulating than red. Being a gentler color, it is more intimate and inviting.

Yellow: The warm luminosity of yellow invokes light and wealth, both spiritual and material. It symbolizes daily activity - body and mind are active, but not inflamed as is the case with red.

Green: Green can be warm or cold, depending on whether it contains more yellow or blue. Situated in the middle of the spectrum, it is the color of balance, and symbolizes peace. Green has a soothing effect on the nervous system, and more green and blue are found in nature than any other color. In the Islamic faith green is the symbol of spiritual awareness, and is used extensively to decorate flags, tiles, drapery, etc.

At the other end of the spectrum are the so-called cold colors, which have a soothing, balancing effect on the organism. Closest to ultraviolet light are purple, blue and blue-green, all of which slow down heartbeat and reduce blood pressure. As the physical body relaxes, it becomes easier for the mind to concentrate or meditate.

Blue: Being the coldest color, blue suggests a state of calm, rest and relaxation. Therapists use blue, associated with night and sleep, to alleviate hyperactivity.

Purple: When composed primarily of blue, purple symbolizes the union of man with the divine. A lot of purple is used by the Catholic Church (for vestments, images, statues, etc.) and by other mystical orders.

Purple's combined calming and stimulating effect tends to induce an almost hypnotic state of mind which is appropriate for spiritual endeavors. Interestingly enough, 75% of adolescents claim that purple is their favorite color, perhaps because purple is also associated with imagination, which most teenagers have a lot of.

So as you can see, the spectrum of colors starting with red and moving towards purple have an increasingly relaxing, calming effect on the mind. This makes the rainbow image an excellent anchor / trigger to induce the Alpha / meditative / creative / calm-alert / concentrated / focused / attentive / Zen state.

At first it may take some practice to vividly visualize some colors. Start by recalling something of that color. Orange fire. Red traffic lights. Blue skies. Aqua-marine water. Bright yellow-green grass. After a while you will be able to vividly visualize every color without effort, and gradually change your state by moving up or down the color spectrum.

Soon you will be notice more colors around you, and be able to move from, for example, yellow to green, going through those shades of green, like new spring grass, that contain a high amount of yellow, and then moving into aqua marines before entering the blues. This is Zen. Start noticing more. Let reality impress itself on you. Be a passive observer. Actually start looking and seeing. You will be surprised at how many interesting and beautiful impressoins the most mundane places can offer.

Reverse the process when it is time to gradually return to a more active / outward focused attention, state. "I felt like I had just been sleeping for hours." "After it was over I felt totally relaxed." "I came out of it slowly and gently." "When I got back to the surface I felt completely relaxed." "I started coming back up slowly, moving faster and faster." "I can hear and see better than before." "I felt like a diver coming up from the ocean floor at a thousand miles an hour." "I feel great, but I don't feel like running around or doing anything special, just being quiet."

Our traditional education system constantly demands that students concentrate and remember things, without teaching them how to concentrate, how to be more attentive and how to remember what they need to know. Instead of stimulating their faculties of visualization and concentration, they give them Ritalin, and punish them for being kids, and not drugged out, bored to death, neurotic, adults.

We also know that certain cerebral centers, like the one that controls language, remain atrophied if they are not developed in time. In other words, if children are not taught to speak by a certain age, they will remain more or less mute for the rest of their lives. Consider the damage we are doing kids. The potential left undeveloped, and thus lost, even before they had a chance at life.

The Alpha Seminar. Everyone is told to stand up, then stretch out on the carpet, using the pillows and blankets provided to make themselves comfortable. When everyone has settled down, the instructor begins talking in a deep, slow sophronic monotone: "Get ready to explore your inner levels of consciousness... start by visualizing the color red..." etc.

The first exercise is designed to help participants enter the alpha state. You visualize colors, and feel your body getting heavier and heavier. You count down from 10 to 1, feeling an increasing sense of well being. Your mind remains aware while your body is completely relaxed and calm. You learn to control your inner monologue, the thoughts that are constantly running through your mind, often to your own detriment, thoughts like "I'm so stupid..." or "I know I'll screw things up again..." or "I'll never be able to..." and so on. You'll learn how to condition your inner monologue so that it can work for your benefit, replacing negative subconscious programming with positive thoughts like "I am attaining my goals..." or "My concentration is improving..." Since the subconscious is particularly receptive while you are in the alpha state, the process of replacing

negative conditioning with positive conditioning takes much less time, and is doubly effective.

Next come the actual mental dynamics exercises. You learn to focus on some goal you hope to attain, or on some memory that evokes the person you would like to become, or develop a signpost that will immediately bring your goal to mind.

After the mental dynamics exercises, the instructor helps you emerge gradually from the alpha state. You slowly become conscious of your body, regaining control of your movements until you are back in your ordinary state of consciousness. You feel wonderfully relaxed, in harmony with yourself, and with life.

After a short break, those who want to talk about their experiences while in the alpha state are given an opportunity to do so. A dialog is set up between the instructor, and the new and former participants. Then a second instructor takes over and leads the group through another set of exercises, the whole process being repeated fifteen times over the course of the weekend.

The Chinese proverb says, “The lantern of experience illuminates only the person carrying it.”

An ancient Hindu legend:

“There was a time when all people were gods. But they abused their divine status so much that Brahma, supreme among all the gods, decided to deprive them of their divine power and hide it in a place where they’d never be able to find it. He finally chose ‘within themselves’, as that would be the last place they would look.

The trick to ‘para-normal’ action is to believe you are already using it. No, ‘trying’. Just ‘doing’. Believe you have done what you intended. As in Scientology, travelling ‘out of body’ and reporting on weather conditions etc.

ESP supposedly easier with emotions and images, as these are more fundamental, and existed in our ‘lizard brains’, where our other ‘magical’ powers are expected to reside i.e the powers we ‘lost’ when we added the more ‘rational’, and thus ‘limiting’ beliefs.

REM stands for rapid eye movement. Researchers found that during certain phases of sleep, people’s eyes start fluttering very rapidly even though they remain closed. Movements of the eyeballs can be horizontal or vertical. In addition, researchers found that REM sleep is characterized by the production of more alpha and beta waves by the brain, while ordinary sleep produces more

theta and delta waves (having a slower frequency). This may sound like a paradox, since beta waves are characteristic of the waking state, while alpha waves are usually produced during a state between waking and sleep.

It was soon discovered that REM phases corresponded to periods of intense dream activity. Dement and Kletman showed that by waking people up immediately following a REM phase, it was possible to obtain very clear and precise accounts of their dreams. Waking people up when they were not in a REM phase often left them with no recollection of their dreams whatsoever. Based on these findings, it was easy to jump to the conclusion that people dream only during REM phases. Further study, however, proved that this is not the case. Whole or fragmented dreams, disjointed images and thoughts, feelings and bits of memories fill our minds continually while we sleep, even between REM phases.

During a normal night's sleep you start by emitting alpha waves, during that period of reverie that precedes actual sleep. If you are dead tired, this phase may only last a few seconds. Under normal circumstances, however, it lasts about ten minutes. Your brain gradually starts producing waves with a slower wavelength - mainly theta and delta waves. Then, about every 82 minutes, you start producing faster waves, for a period that gradually increases in duration - about 5 to 10 minutes during the early part of sleep, and up to half an hour during the latter part. These are your REM phases. As the hours go by, you start emerging from deep sleep, so that by the time you wake up you are almost in a waking state.

Edison was in the habit of making a list of problems he wanted to solve before going to bed. Every morning he'd wake up and harvest the fruit of the night's ideas and inventions. We can all set the paranormal and creative mechanisms we need to solve problems while we dream in motion. All you have to do is: 1. Visualize the final result of whatever you are seeking. 2. While in the alpha state, repeat the following: "Tonight my mind will solve the problem of ... When I wake up tomorrow morning I will remember the solution, either in the form of a dream, or as an inspiration that will come to me sometime during the day."

Drink half a glass of water at night just before going to bed, and think, "This is all I have to do to find the solution I'm looking for." Next morning when you wake up, drink the rest of the water and think, "This is all I have to do to remember the solution I dreamed." The second half glass of water will be the 'anchor' that is 'triggered', to aid your recall of the dream.

Program your waking times before nodding off, telling yourself 'I will wake up refreshed and alert, calm, and enthusiastic for the day, at 8 a.m' etc

If a formulation is unacceptable or impossible to carry out, or if you really do not believe it can be carried out, it won't work. Worse, you will manifest the thing you REALLY subconsciously believe you deserve / will get.

We are all inhibited in one way or another, and our rational minds often block out potentially damaging parts of a message in order to protect our self image. Things get even more complicated when we realize that our subconscious mind often uses symbols to try and express those very problems which cause us to form inhibitions.

During the alpha state just before falling asleep, add the following formulation :
 "I will understand my dream when I wake up. With each passing day it will become easier for me to understand my dreams."

Occult rituals rely on symbols to change our state of mind, and help us attain altered states of consciousness. They often work on subconscious associations.

But symbolism changes over time, and many of the symbols used by ancient occult masters like the Egyptian Hermes Trismegistus, founder of the 'hermetic' sciences, or Hebrew Cabalists, are no longer comprehensible to us.

Dreams And How To Control Them written by Saint-Denis in 1867 about lucid dreaming, including its potential for therapeutic application. It took Saint-Denis two hundred and seven days to be able to deliberately lucid dream at will.

In Latin the word aura referred to breath. To mystics, aura represents a kind of halo of light, enveloping the body, visible only to those who have been taught how to see it. Others explain that aura is an emanation of the energy field that gives us life, and call it the subtle or astral body.

A Russian researcher, S.D. Kirlian, aided by his wife Valentina, worked with what he called 'bioluminescence' to the early detection of diseases through an analysis of the colors of a patient's 'aura', which he recorded using his 'Kirlian' photographic device. Intense bioluminescent activity surrounds every living entity, while dead entities produce no bioluminescence. Long before the disease manifested itself in the living organism,, it showed up as a clear pattern in the organism's energy field.

Further, Kirlian believed in the existence of an of 'energy body', composed of 'bioplasm', which is closely linked to the physical body. If you take a leaf and cut away a small part, the energy image emitted by the leaf remains intact, although the part that was amputated become less bright. This phantom image of the missing part of the leaf confirms the theory of an energy body. The energycenters designated in acupuncture diagrams correspond more or less

exactly to the dense areas of light, called ‘sunspots,’ visible in Kirlian photographs.

People’s auras seems to be just as closely related to their psychological state of mind as to their physical condition. An unbalanced, nervous person will have a narrow, jagged aura, while a person who is well balanced and relaxed will emit a bright, broad aura.

An aura’s color is an indication of a person’s emotional state. Blue signifies a state of calm, concentrated relaxation. Red is an indication of violent emotions. Red and blue are the two basic color that comprise all auras. Distractions, worries or fears that arise after a period of calm will appear as red splotches mixed with the predominant blue. Anger will produce a large red aura (the expression ‘to see red’ is appropriate in this context). Red is also indicative of some imbalance in the organism, or of a physical wound. It is interesting to note that clairvoyants often perceive psychological problems as a reddish glow.

The word anesthesia is derived from the Greek ‘a’ meaning ‘not’ and ‘naisthesis’ meaning sensing. The phenomenon of body separation a.k.a astral travelling occurs when ordinary consciousness and its corresponding sense perceptions have been altered. It is as if the exteriorization of awareness can only take place when ordinary sensations are no longer being transmitted along their usual pathways.

Persons who lose their physical sight often develop an extra-retinal sense of color, meaning they perceive colors, but not with their eyes.

We have more than twenty senses, including a sense of direction, balance, weight, and so on.

Observers in audience often enter trance, and follow suggestions, including post-hypnotic suggestions. Hypnosis may occur spontaneously to avoid stress situations, including during interrogations i.e unwitting.

Hypnotic analgesia i.e surgery conducted using hypnosis as only pain relief / analgesic... not generalizable i.e only relatively few can enter deep enough trance...

Maintain a calm, soothing tone of voice as you read the formulations. When you are familiar with the text, you might want to record it so it can be played back while you are in the alpha state.

Get comfortable, either sitting down or lying on your back, and close your eyes. I don’t want you to try and fall asleep. I am telling you to close your eyes so you can concentrate without being distracted by anything you might see. Now tell

yourself that everything I am going to say will be recorded by your brain, engraved in your mind. And that, without your knowing it, without any effort on your part, your organism and your entire being will obey what your subconscious mind tells you to do.

The first thing I am going to tell you is that every day, three times a day, morning, noon and evening, at mealtimes, you will feel hungry. You will experience the pleasant sensation of feeling slightly hungry and think, "Mm, I'd love to have something to eat!" And you will eat, savoring every mouthful, enjoying your food immensely, without eating too much. You'll be careful to chew your food well, transforming it into a soft paste in your mouth before you swallow. This will help you digest well, so that you will feel absolutely no discomfort in your stomach or intestines afterwards, no pain or heartburn, no discomfort at all. Your body will digest and assimilate the food you ingest perfectly, using all the nutrients it contains to renew your supply of blood, muscles, energy - in short, to regenerate life.

Because you digest your food well, your intestines will function normally and effectively. Every morning, shortly after you wake up, you will feel the need to go to the bathroom. Your bowel movements will be normal and satisfying, and you won't need the help of any kind of medication or artificial stimulant.

Every night, from the moment you want to go to sleep to the moment you wake up in the morning, you will be able to sleep deeply and calmly, without having any bad dreams. When you wake up in the morning you will feel fresh and fully rested, ready to enjoy the day.

If you sometimes feel sad or depressed, if you sometimes get bored or worry too much, you can rest assured that you won't have those kinds of feelings any more. Instead of feeling sad or depressed, instead of worrying, you will feel happy, very happy, for no reason at all, in the same way that you may have felt sad for no reason from time to time. From now on you'll feel happy and joyous inside. And even if you have real cause to worry or feel sad, you won't fall into depression. You will do what has to be done, nourished by the joy and happiness of being alive.

If you sometimes became impatient or angry in the past, you won't any more. From now on you will have infinite patience, you'll always be able to control your anger. You will no longer be bothered by the things that used to irritate or upset you in the past.

If you sometimes find yourself thinking terrible things, things that are unhealthy for you, fears, phobias, temptations, hateful thoughts, rest assured that these kinds of thoughts will arise less and less frequently in your mind. And whenever they do, they will melt away, like clouds dissolving in a clear sky, until they disappear

completely. All your useless, harmful thoughts will simply vanish, just like a dream when you awaken.

All your bodily organs are functioning well. Your heart is beating normally, blood is circulating freely through your body, nourishing all your cells. Your lungs are functioning normally, as are your stomach, liver, gall bladder, kidneys, and bladder. If one of your organs happens to be functioning abnormally at the moment, rest assured that the problem will get better day by day, and in the very near future, disappear altogether, so that all your organs can function normally.

And if any of your organs have developed lesions, the lesions will start healing as of now. They will get better day by day, until very soon they will have disappeared completely.

I also have this to say, and it is very important: if, in the past, you felt there was something wrong with you, if there was something you didn't like about yourself, rest assured that from now on whatever was bothering you about yourself will gradually start to disappear, and will be replaced by a strong sense of self confidence, based on the strength you draw from that immeasurable force that exists in each and every one of us. You should know that this unshakable confidence in yourself is absolutely indispensable for all human beings. Without self confidence you'll never amount to anything, with it you can do anything you want, within reason. Your self confidence will get stronger day by day. It will provide you with the certitude that, not only are you able to do things well, you are able to do whatever you want - and whatever it is your duty to do - extremely well, on condition, of course, that what you want is within the bounds of reason.

So whenever you want to do something, or when you have some duty to fulfil, always remember that the task will be easy for you. Words like difficult, impossible, can't, too much, not good enough ... and so on, will disappear from your vocabulary, and be replaced by words like I can, it's so easy, I will... If you think something is easy, then it becomes easy for you, although it might seem difficult to others. Whatever you do will be done quickly and effectively, without fatigue, almost without effort. But if you consider something difficult or impossible, then it will become difficult or impossible for you, just because of the way you think.

(Coué suggests that specific formulations pertaining to individual cases be introduced at this point.)

Rest assured that in all ways, both physically and mentally, you will enjoy excellent health. You will start feeling much healthier than you've ever felt before.

Now I'm going to count to three, and when I say 'three' you'll open your eyes and emerge from the state you're in, slowly, gradually. As you resurface you won't feel at all tired. On the contrary, you'll feel strong, vigorous, alert, refreshed, bursting with energy. You'll also feel happy and joyous, both in yourself and in all your relations with others. One... two... three.

Mind Powers Christian Godefroy

The NLP Master Practitioner Training, July, 2004. Tad James, Advanced Neuro Dynamics

PRESUPPOSITIONS OF NLP

1. Respect for the other person's model of the world. 2. Behavior and change are to be evaluated in terms of context, and Ecology. 3. Resistance in a client is a Sign of a lack of rapport. (There are no resistant clients, only inflexible communicators. Effective communicators accept and utilize all communication presented to them.) 4. People are not their behaviors. (Accept the person; change the behavior.) 5. Everyone is doing the best they can with the resources they have available. (Behavior is geared for adaptation, and present behavior is the best choice available. Every behavior is motivated by a positive intent.) 6. Calibrate on Behavior: The most important information about a person is that person's behavior. 7. The map is not the Territory. (The words we use are NOT the event or the item they represent.) 8. (U) You are in charge of your mind, and therefore your results (and I am also in charge of my mind and therefore my results). 9. People have all the Resources they need to succeed and to achieve their desired outcomes. (There are no unresourceful people, only unresourceful states.) 10. All procedures should increase Wholeness 11. There is Only feedback! (There is no failure, only feedback.) 12. The meaning of communication is the Response you get. 13. The Law of Requisite Variety: (The system/person with the most flexibility of behavior will control the system.) 14. All procedures should be Designed to increase choice.

De-nominalization i.e taking idol / fixed / limited i.e frozen, and un-freezing it, like in a DAW...so we can re-edit it ... take idol of stone and wood, dogma, beliefs, like a dead language, and revive it so now a living language, a process, dynamic, can change, improve, optimalise it...

Unconscious automatically relates things (primarily to reproduction and survival) to each other i.e defines things, ascribes meanings to them...a.k.a 'learns' very

quickly (therefore often erroneous associations / relationships e.g cause and effect, free will, noble lies implanted / conditioned) ... protects nervous system from overload i.e excessive trauma whose processing threatens survival e.g black-out to avoid sensory overload of pain (emotional and 'physical', though all emotions are physical affects i.e electro-chemical reactions represented as pleasure, pain, relief, fear, hope, sadness, happiness etc) ... how impressions encoded into experiences and affects is 'black box' of unconscious and brain chemistry etc... Gestalt nodes means the expected pattern / whole associated with any input / part / element / impression is triggered e.g speeds up reaction time , predictive, anticipatory, don't wait for entire impression, stimulates response e.g flight, immediately...don't wait to see if prediction e.g 'a lion is approaching' true...gives impression of lion immediately...can 'qualify' / analyze / reconsider initial definition / impression at leisure, in safety...but most of us never get to this re-consideration...i.e if what told is true, if gestalt accurate, if definition valid...

Nervous system, of which brain forms a part, cybernetic system...maintains balance using feedback...feedback includes conscious affects like pleasure, pain, relief, aversion, desire, fear, lust which determine our behavior e.g trigger responses, motivate conscious actions...unconscious muscle memory once deliberately 'learned' or 'modelled' on others unconsciously or deliberately...introspection of significant others...conditioning by environment experience and 'formal teaching / conditioning / brainwashing / indoctrination / 'noble' lies

Cybernetics requires purposeful action and definitions / feedback...purposes derived from system needs / requirements e.g survival / reproduction (though circular i.e random ... if didn't have this, wouldn't be here i.e evolution requires reproduction for mutation, otherwise would need to produce new totals each time for hit and miss i.e accumulative evolution Vs one step...motives are purposes ... desire and aversion are the experienced representations of the cybernetic feedback loops and hard-wired programs...experienced as affects...i.e pleasure, pain, desire, aversion...all physiological / brain chemical correlates but direction cannot be ascribed i.e no cause effect relationships can be fixed...appears re-iterative / interactive...but of course pre-req, no matter how it emerges i.e random is instinct for survival, i.e unconscious knows what needs, and works through affects, desires, aversion to achieve...may account for emergence of conscious sentience i.e no need for 'self' awareness...robot can work cybernetically, without any actual perception / affects/ pleasure / pain / aversion / desire...just by feedback loops...

Experience engine like a nano-tech machine designed to provide the hardware for the 'soul' software... it is 'will' and representation...representation initially arbitrary? ... but once begin programming, prior routines limit future...set up

system...of relationships...meanings...definitions...all built upon 'I am'... and desire for experience...relief from boredom of pure being?...desire for pleasure? But now I could engineer a host system that defined just being as pure bliss?

First impressions most powerful...immediately 'learned' as 'reality'...immediately imprinted as definitions...with appropriate 'affects' allocated to them...e.g pleasure and pain...imprinting...conditioning...but as affect arbitrary association, i.e product of mind...why not just directly produce affects e.g pleasure, without need for complex 'reality'?

Curiosity? But all 'experience' is illusion?

Symbolic representation? Actually we convert symbols / represent bandwidths of E-M spectrum as sense impressions...all about encoding i.e representing, then decoding into affects...transmission is communication...that requires symbols to encode, transmit, and decode e.g accessing cues, words, tone, body language, pitch, icons, images, utterances.

We can't read minds...we interpret...hallucinate...miss much, add much to actual impression...filter, distort ... rely on programs without conscious thinking i.e efficiency of stimulus response / gestalt nodes / association / pattern recognition/ pattern anticipation before pattern complete...that is performance IQ intelligence...model 'success' observed in others and ascribed to assumed behaviors, actions, beliefs, values, etc...though models always imperfect, assuming any 'objective reality external to us exists...or even in terms of copying a program, assuming its code...and assuming our impressions i.e encoding of the code full and complete and valid...often assume X lead to Y, when it was Z etc...we make assumptions / fill blanks / incomplete information...so our programs don't replicate observed patterns / models and thus fail to replicate desired outcomes / avoid outcomes want to avoid etc...

Reference for all impressions and motives is self

Does not process negatives i.e 'NOT THIS', only 'THIS'. Leads to 'target fixation / obsession' i.e hit telegraph poles as tell self 'don't hit poles'...does not grok 'don't', only processes 'telegraph poles / desire'.

(MHR this may be fertile avenue of interrogation, may reveal nature of consciousness and life, sentience, awareness...and existence of consciousness / self-reflexive awareness, self-awareness i.e I say 'I don't want', and I think, consciously 'I don't want', 'No X'. But unconscious only works with affirmative. Very interesting!!!

Unconscious by nature programs self as fast as possible, responds to 'external' impressions as fast as possible. Non-rational. Once programmed, resists change

to program e.g imprinting...original 'learning's and definitions hard to re-code. Lazy? Delegates this to conscious mind? Why couldn't unconscious do this also? ???

Produces sub-programs, routines, we call 'habits' and 'muscle memory' and 'instinct', and 'self-evident' and intuition, phobias, beliefs (many erroneous and limiting ... though focus is on reproduction and survival, so unconscious probably not concerned with details of logic / reason etc...if it works for others, will copy, if it worked in the past for self, maintain etc i.e reproduce i.e model on past of own experience and observations of others, and even books etc)...

Sub-programs written / installed...remain active until we actively re-program them / uninstall them / re-install more optimal programs, just like with any computer

Unconscious / brain acts like any computer. Computes. Movement of atoms / electrons associated with all affects / feelings / thoughts 'states' a.k.a mental states, emotional states, physiological states...reduces to?

NLP heuristic...makes no assumptions as to truth of its assumptions, beliefs, but they generate the desired outcomes, so act, Like David Hume, 'as if' they are true, as we do with 'cause-effect' relationships of every kind, and assumption that patterns continue i.e past relationships hold true in hallucinated future i.e that things will interact in 'future' as they did in the 'past'...no need for 'truth'...cannot 'know' anything with certainty...no way to know future will behave like past, or how posited causes effect their positive effects...no way to know if everything is not a reflexive illusion i.e mere thought and consensual social reality...seek truth, but never claim to 'know' anything, other than 'this appears to work, to be the case, to hold true. Whether there is any objective reality, and whether our limited minds can know it, and whether what we think is true corresponds with this reality, we cannot know for certain. This is the principle of Zen, of Humean Skepticism, and of NLP.

MHR Everything a person says or does, including what they don't say or do, is communication. Forcing someone to adapt to YOUR communication style is inappropriate to communication. Adapt to them. Listen / observe, and then use their communication system to communicate with them. Mirroring builds rapport, trust, empathy, and thus opens way to suggest / lead / correct. Though 'correcting' only a particular belief, /action / behavior i.e make clear you **accept the person, but reject the behavior / belief** (like my anti-semitism post)...and offer something in its place i.e displace / replace and don't leave a void. Criticise the behavior / belief, not the person. Make this clear. Though people tend to overly sensitive to i.e define self as their 'mind' i.e brain, i.e beliefs and actions.

It is safe to assume everyone is managing the best they can, at this moment. Offer resources. Correct faulty assumptions. Train in new ways of defining and being and behaving. Assume they want to be the best they can be, but something is preventing this. This becomes your mutual adversary. Approach as team. Find way for person to dissociate i.e not be invested in 'being right' i.e 'losing face'. 'You are not your beliefs / actions / bad habits'.

Listen to their behavior, not their words. Words are the least important / significant , revealing etc of any person's communications

Mind control is about regaining control of YOUR mind, not someone else's. You can only be responsible for your own actions / behaviors / ideas.

Reframe 'failure' as 'feedback'. Same as 'pain'. And 'disappointment'. i.e focus on aims, don't be distracted by affects. Can reframe an affect i.e I just learned what NOT to do, one way that DOESN'T work etc Vs I just failed, and worse 'I am a failure i.e globalization.

Communication is about having your intended meanings replicated in another mind. Don't blame them for not being able to replicate your intended communication, simply because YOU imagine what what you said communicated it i.e you hallucinated lots of things i.e you assumed so much, left so many steps out, used your own representation system and not your interlocutors...what THEY hear / see / feel as a result of your communication is the message they got...that you sent...unintentionally...so adapt to them...until You can communicate with THEM...

State Vs goal e.g happiness vs concrete manifestation you can measure, set as an explicit, definitive, concrete, particular outcome / result / goal, then work back from and determine the concrete steps required to attain that goal, over time, remembering that the only person you can control is your SELF, and thus making all your ambitions achievable by being dependent only on yourself. If your happiness is defined in terms that make it dependent on others, then there is no way to guarantee your happiness. Then you'll need a concrete goal that does only depend on you. This is why job interviewers don't like 'What is your goal in life' to be answered 'to be happy'. Because this does not show that you know how to determine and reach goals. It is like 'the law of attraction'.

So...what does 'I want to be happy' break down into, in concrete terms? This forces you to be specific, and work out what it means, so that you can then work out how to attain it. What is possible and realistic, and do-able?

If you say 'Don't think of the color blue', the first thing people will think of is the color blue. You cannot process that utterance without visualizing blue. In order to follow the communications intention, you must first visualize blue. To know

what you are not to visualize. And so you have a perfect 'bind'. To internally represent the communication you have to represent the words, i.e decode them, into their meaning, what they represent.

The higher your level of abstraction, the easier it is to get agreement, and to hallucinate that communication has occurred. The more specific you are, the more likely you are to disagree, and realise you have been 'talking past each other'. See T vol. I. Generalisations are correlated to trance states i.e vague, e.g 'I feel certain that I understand the meaning of life, the universe, and everything' while sitting, stoned, staring at something on the carpet'...this is why next day you are sure you DID know, but right now don't know WHAT you knew.

A sentence that becomes deeper in tone, and louder, as it progresses, is usually more compelling?

Can find the most common ground possible i.e possible consensus / negotiated settlement / agreement / compromise, by raising and lowering level of abstraction...MHR but fake agreement i.e agree on general terms often falls apart when you get to details...but allows temporary point of rapport to work from. E.G wife wants to be appreciated, complains hubby never compliments her on her cooking etc. She communicates cooking, but if raise to 'appreciation', may find way hubby can satisfy by appreciating something else ...maybe her cooking sucks? But she is a very good X etc? Work out what they mean in this book about using levels of abstraction productively / generatively. i.e to produce greater options / alternatives / freedoms / choices for hubby to express his appreciation, and for her need to be satisfied e.g to be loved? Change levels of abstraction until find one all parties can 'agree' on. I.e general or vague enough to accommodate each???

The Meta model

Mind reading. Ask how they know these 'facts'. Value judgements. Ask according to whom / what authority / how do they know this? Challenge any cause-effect statements with 'how do you know that? When assume behavior X reflects affect Y i.e hubby not putting out trash means he doesn't love wife. Challenge this complex equivalence by asking if they know of any hubby who loves his wife who forgets to put garbage out. Challenge any other assumptions by asking how they know these to be true, what they are basing this belief on. Challenge any generalisations such as never, everyone, always, everywhere by asking if they can offer any example that contradicts this generalisation. Challenge 'I have to X' with 'if you didn't X, what would happen?' Challenge 'I can't be honest with her' with 'why, what would happen if you were?'. Deletions include nominalisations, which exactly as I used the term a moment ago, refer to

‘actions frozen in time’ so that they become nouns i.e verbs expressed as nouns, limiting room for change i.e idolizing them. Challenge ‘I decided to X, and have to live with the consequences’, by reminding client that a decision is never final, but thinking makes it so i.e commitment is about committing, from one moment to the next, and usually you can change your mind, and decide on a different course. To ‘reject’ an idea, is to be rejecting it, from moment to moment. To live somewhere, you decide each moment to stay. To love someone, you do it here, now. You maintain a commitment to a decision or you change your mind. Until you are dead, nothing is final. Challenge ‘X rejected me’ with ‘How did they reject you?’ What makes you feel rejected? What did they actually do or say? Interrogate ‘I don’t like X’ by asking ‘What don’t you like about X?’. Interrogate ‘X is better than me’ by asking ‘at what?’ in what way?’ what makes you think that?

Basically you challenge assumptions, find out what was deleted i.e not expressed, that would ...as in rest of notes...

Milton Model (Hypnotic language patterns)

These are a formalized modelling attempts to replicate and teach what Milton Erickson intuitively did with his clients, and which worked, after decades of practice using therapeutic hypnotism / trance.

Mind Reading: Claiming to know the thoughts or feelings of another without specifying the process by which you came to know. **Examples:** I know you’re wondering. . . I know you believe. . . . I know you came here for a purpose. I know how you like that. I know you enjoy. . . . I know that you knew that I know you’re thinking how wonderful trance is. I know that you’re in a nice trance now. I know that you’re learning a lot here today. I know that tomorrow you will learn even more than today. I know that when you leave this training, you will be much wiser. I know you all studied very hard before you came here. We know you don’t care. I knew you were thinking that. I’m sure you’re aware I’m sure you felt You probably are aware. . . . You probably also know I bet you’re upset about that. I realize you already know I can tell you’re happy. I can tell how you feel. . . . I can tell you’re happy. I can tell you’ve had a trying day. I can see you believe I see that you know You are enjoying the sound of Tad’s voice as he speaks to you.

Complex Equivalence: Where two things are equated - as in their meanings being equivalent You are relaxing, so you’re in trance. When you get moved, you’ll be happy. Being here means that you will change. Your question means you know it already. Asking questions means you are learning. Going to bed early means you will be alert. Your body relaxes as you let go each breath. You know the answer, so you are competent. Regular exercise makes you a better

athlete. Your being in this group deepens your trance. Being here means you will enjoy the process. Breathing that way means you'll go even deeper. Sitting in this room, you are learning many things. Your relaxed body means that you are in trance now. The fact that you want to learn, means that you will. Just getting here means that you're willing to change. As you master these skills, you'll be a better therapist. You're learning many things because he is a good teacher. As you exercise regularly, it means you will get healthy. Keeping your eyes open like that means you'll go into trance. And closing your eyes means you'll go even deeper. (Double bind) You've come a long way, & that means that you're ready to change. You're listening closely means you're learning wonderful things. Your ability to go into trance enables you to change your behavior.

Lost Performative: Value judgments where the performer of the value judgment is left out. **Examples:** Its bad to That's good. That's right. That's too bad. It's good when That's perfect ! It is important to It's wrong to cheat. One doesn't have to Today is a great day ! It's best to do therapy. It's good to study hard. It's important to learn. It's good to dispute that No one should judge others. It's great to always be right! It's great that you can change. It's really good that you say that. It's better to give than to receive. It was not right of you to say that. You're wrong. (Or: "That's right... you're wrong.") And its a good thing to wonder (Nominalization: "thing") You shouldn't be judging the comments of other people

Cause & Effect: Where it is *implied* that one thing causes another. **Examples:** If I help you, then you'll learn this. As you sit there, then you can feel Don't X , unless you want to Y . Don't sit there unless you want to go into trance. Don't move your foot unless you want to go deeper. If you sit in this chair, you'll go into trance. As you listen closely, you will learn faster. As you sit there you can feel more confident. Reading this sentence, you get better and better. You can hear the music helping you to relax now Just your being here makes you want to learn this. As you ask that question, then you begin to understand. Because we are here, you are learning many new things As you sit here and listen to this, you are learning so much. Because you are here you are going to learn NLP more easily. You will become more relaxed as you feel the fresh air coming in. As you contemplate Milton Model, you can go deeply into trance. ... And that's because it's artfully vague.

Presuppositions: The linguistic equivalent of assumptions. You can do this even better. You're learning many things. You are changing all the time. How else do you go into trance? You can see this more clearly now. You're seeing things differently now. You'll be able to learn even more tomorrow. You are going to go into a deeper trance soon. After you pass this class, the next one is easier. You can go through this process even more easily You realize you have more

resources than ever before. Since your unconscious mind is listening all the time You can easily move in the direction of your past memories

Universal Quantifiers: A set of words that have the following characteristics: a. Universal generalizations and b. No referential index. Nobody's perfect. Everything you know All the things to learn All the people, all the time Everything you have learned So every time you think of that all the feelings there are to feel after all you have learned from the tapes with everything that's happening in the world Everything is wonderful. We are all in trance now. Everything means nothing. There is always tomorrow. Everyone knows it to be true. There is always more to learn. All the meanings will be clear Everybody knows this part is easy. Everyone here has something to learn. One can never know all there is to know. Everybody knows you can learn all things. Everything in this room enhances your learning. Everyone can learn everything we're doing here today. All the people doing this process are learning many new things None of the most hypnotic phrases have been written yet.

Modal Operators: Words which imply possibility or necessity, and which form our rules in life. You should care for others. You should now clearly see You should not hurry into trance just yet. You shouldn't go into trance too quickly, now. You should know it's OK to learn in this room. You could learn this now. You could write this down. . . or not. (Also: Double bind) You could feel more and more peaceful. (What's the presupposition here?) You must be aware. . . . You must be getting this now. . . at some level. . . . You may discover you can learn here. You can change overnight. You may hear the words of wisdom. You can begin to get that change now. And you can trust your unconscious mind. You might be able to learn this quite easily. It's possible to learn everything easily and quickly.

Nominalizations: Process words that have been frozen in time by making them into nouns. [With minimal restructuring, I have taken various Nominalizations and linked them together for your reading enjoyment. Every (yes every) line contains a nominalization.] NLP is easy as you just trust in the process while you're in trance and allow your intuitions to help you notice new feelings as those feelings come and other feelings may go your behavior improves so the renewed communication in your relationships means you have made many new learnings. because that communication shows respect for those relationships and all your new decisions showed your trust in the importance of your unconscious mind's remarkably powerful desires and your demonstration of those new learnings and understandings showed your sense of wonder at the importance of all the work you've been doing in your life which is a perfect demonstration of the simple truth that trance works doesn't it ? (By the way, did you notice that "nominalization" is a

nominalization?) Your thoughts on nominalizations are an important form of communication

Unspecified Verbs • "And you can," I was wondering if you knew when you are feeling like you could just let go and notice how easily you begin to enjoy and as you continue breathing you may or you may not notice going deeper and you could go deeper since you really enjoy doing this and you could even continue or if you don't you may discover how much you remember about how you're improving, now and you will, of course be wondering just where this might be going so remember if you will that your being and your learning can only help you to move towards understanding just how easily you can be changing and inducing or simply t r a n c i n g o u t aren't you?

Tag Question: A question added after a statement, designed to displace resistance. • "Can you not?" didn't I? isn't it? have you? will you ? won't you? haven't you? aren't we ? aren't you ? don't you now? don't you think? won't you, now? couldn't you. . . ? wouldn't you know? and you can, can you not?

Lack of Referential Index: A phrase that does not pick out a specific portion of the listener's experience. • "One can, you know..." People can It is, you see. That's the way. People can learn Now you've got it! You will, you know. One can easily see You know the feeling. You may not know it You have, and you know it. You can just let it go now. A person can, you know. . . . That would help you go deeper. It puts people through changes. Do you see this more clearly, now? One can, you know, accomplish a goal. When you can notice that certain sensation right there Please help them; they couldn't think of any more of these

Comparative Deletions: (Unspecified Comparison) Where the comparison is made and it is not specified as to what or whom it was made. • "And it's more or less the right thing." Right or wrong. . . . even more relaxed It's a higher thought You will enjoy it more. You're doing better now Now and then, things happen But that's neither here nor there. You're going deeper and deeper. . . . Sooner or later you will understand. This is more or less the right time before or after you come out of trance. At one time or another, you may notice and it's more or less the right thing to do But its better to change now. (Also: Lost Performative) And it's better to do it that way. (Also: Lost Performative) You're a better person than you were before. (Did you notice both?)

Pacing Current Experience: Where client's experience (verifiable, external) is described in a way which is undeniable. • "You are sitting here, listening to me, looking at me, (etc.)..." You hear my voice We are in this group As we sit here now. . . . And you're sitting here As you notice each blink As you continue breathing. . . . As you look at me like that. . . . And as you breathe in. . . and out

As you kneel there sipping your tea, As you feel the weight of the notebook on your lap. . . . As you're looking around (only if your sensory acuity verifies!) More of your muscles are relaxing. (only if your sensory acuity verifies it!) As you stop and look and listen (only if your sensory acuity verifies it!) you can feel the warmth of the cup on your lips. . . . While you are sitting there writing. . . . As you hear that plane overhead. . . . As your eyes continue reading the words on this page while you're looking at it and from time to time you may become aware of the thoughts in your mind or those sensations in your hand or down there on the soles of your feet you could also begin to wonder if you could think of how artfully you can pace a person's ongoing experience

Double Binds: Wherein the illusion of choice is offered using an "or."

However, usually both choices are desired by the therapist. Do you want to begin now, or later ? As you dream, or upon awakening. . . . either before, or after, leaving this room When you go to bed you will either dream, or not. Will you begin to change now or after this session? Would you like to quit smoking today or tomorrow? Would you like to buy the car now, or test drive it first: Would you rather do that before or after: your meeting? You either will or you won't [followed by an unspecified verb] Would you like to go to bed at 8:45, or at a quarter till nine? Do you want to learn that today or during your next session? Take all the time you need to finish up in the next five minutes. You can change as quickly or as slowly as you want to now. If you don't write at least one more double bind in the space below now, you will either think of one automatically very soon, or else wonder when the next one will come to mind, so you can write it down then.

Conversational Postulate: The communication has the form of a question, a question to which the response is either a 'yes' or a 'no'. If I want you to do something, what else must be present so that you will do it, and without you being conscious of it? It allows you to choose to respond or not and avoids authoritarianism. • "Would you feel more comfortable if your eyes were closed?" Can you imagine this? Can you close the door? Will you just let go now? Can you picture doing this? Can you see what I'm saying? Can you reach that level now? Would it be all right to feel this good? do you know that you know it already? Could you open your mind for a moment? How easily do you think you can do this? Can you remember to be kind to yourself? Does this sound like it will work for you? Do you feel prepared to sign the contract now? Do you think you can make the changes you want? Would you like. . . to just sit here. . . and relax now? Wouldn't you like to just drift into that peaceful state? Would you mind writing down a couple more conversational postulates here?

Extended Quotes: Where it is not possible for one to tell where one quote leaves off and the next one begins. Last year, in San Diego, John Grinder was

telling us about this African drummer who asked Judy if she had heard the village chief say how easy it is to generate extended quotes. Last year, I met a woman who said she knew a man who had mentioned that his Father told him. . . . Tad said that in a training four years ago, he had told the story about when Richard Bandler was quoting Virginia Satir, who used to say that... I was speaking with a friend the other day, who told me of a conversation she had had with a therapist who told her about a session he'd had with a client who said. . . . When I went to Laguna the other day with Van and Carlo, one of them told a story about when his mother would sit down and explain to the children how Father had said. . The other day, a participant in the training was telling me that her husband said Tad had told him to ask you to write a couple of extended quotes down right here.

Selectional Restriction Violation: A sentence that is not well formed in that only humans and animals can have feelings. • "A chair can have feelings..." My Flowers like to be picked. My car knows how to get here. Put the noise down in your toe, and let it listen. What did your actions say to you? Could you open your mind for a moment? and just listen to what the butterfly has to tell you? because the words have power of their own The cat doesn't care about the furniture's outrage from the scratching. As he picked up the spoon, the Jell-O trembled with fear. And if your pen told us all the things it has learned. . . . My car loves to go fast when the road beckons. Do trees cry when they drop their leaves? Sometime the cookies just call to you. Do you know what the pen thought? These walls can tell such stories. Your pen knows how to write selectional restriction violations very easily, if you will just lead it to the lines below now.

Ambiguities

a. Phonological: Where two words with different meanings sound alike. • "Hear", "Here" b. Syntactic: Where the function (syntactic) of a word cannot be immediately determined from the immediate context. • "They are visiting relatives" • "Speaking to you as a child..." c. Scope: Where it cannot be determined by linguistic context how much is applied to that sentence by some other portion of the sentence. you're / your there / their here / here son / sun bare bear bottoms there's no "their" in there He reddened as he read in it. You are the one who has won. After all you have learned from the tapes And here today as, you hear your unconscious mind. . . . you can trust you're unconscious mind now. So you think you can't deal with your lover? Love her; can't you? b. Syntactic Ambiguities running water shooting stars babbling brook Hypnotizing hypnotists can be tricky. c. Scope Ambiguities your deep breathing and trance. . d. Punctuation Ambiguities (a run-on sentence) Let me take your hand me the pen. See the butterfly drifting over the hilltop is a beautiful valley. (punctuation) My wife left me. . . to go to Texas. I was looking for my tie. . . into this thought. If you hear any ambiguities, it's all right to write them right here.

Punctuation: Run on sentences: • "I want you to notice your hand me the glass."

Pause at improper places. • "Can you please pass out (pause) the flyers?"
 Incomplete sentences: The sentence is left unfinished • "Would you rather go into a trance now or..."

Utilization: Utilize all that happens or is said by mentioning what is verifiable. • Client says, "I am not sold." You say, "That's right you are not sold, yet, because you haven't asked the one question that will have you totally and completely sold." Client: "I don't think I know." Practitioner: "That's right, you don't you know." Client: "I can't be hypnotized." Practitioner: "That's right. You can't be hypnotized yet." Customer: "I'm not sold." Salesperson: "That's right, because you haven't asked the one question yet that will let you be sold."

Putting it all together: "I know that you are wondering... and it's a good thing to wonder... because... that means... you are learning many things... and all the things, all the things... that you can learn... provide you with new insights, and new understandings. And you can, can you not? One can, you know. And it's more or less the right thing. You are sitting here, listening to me, looking at me, and that means that your unconscious mind is also here, and can hear what I say. And since that's the case, you are probably learning about this and already know more at an unconscious level than you think you do, and it's not right for me to tell him, learn this or learn that, let him learn in any way he wants, in any order. Do you feel this... is something you understand? Because, last week I was with Richard who told me about his training in 1983 at Denver when he talked to someone who said, "A chair can have feelings... You can hear that here...."

PREPOSITIONS A preposition is a **word that connects a verb and a noun by indicating a relationship between the things** for which they stand.

There are positive statements implicit in any statement, which when the client makes explicit, produce positive, constructive, generative change in state. E.g my fridge keeps breaking down implies you have a fridge that usually works, so be grateful, focus on THAT positive. My car repayments are killing me implies you have good enough credit to get a car loan, and so far have managed to repay it, lucky fucker.

TIME SCRAMBLE AN EXAMPLE OF TEMPORAL LANGUAGE

Go inside and try in vain to have the same problem. It was a terrible problem, wasn't it? You want to make changes haven't you?... What would it be like when you have made those changes, now? In the future as you look back and see what it was like to have had that problem...as you think about it now, if you could make this change for yourself so that you could STOP...having made that

change and see yourself now. Do you like the way you look if you could make that change and look back at yourself having made that change now!

DECISION DESTROYER e.g suicide, give up, give in, accept defeat

Where client says, "I've already decided." This process requires rapport! 1. Pace the problem. Get the client back to the decision. 2. "Where were you when you were deciding that?" 3. ".....just before that where were you?" 4. "NOW, as you think about your present situation in life, notice how many options you have, now." 5. "Think of that problem and notice how you feel now." 6. "As you think about the next time you may do X, knowing what you know now, notice how much better you feel, not doing it."

"What is it that you are pretending to not know to know this?"

LINGUISTIC RE-SOURCING

1. What's the problem? 2. How do you know (it's a problem)? 3. When did you decide that? 4. When don't you do it now? 5. What are you not deciding when you don't do it? 6. How is that different from how you were? 7. How do you know that, now? 8. What other changes would you like to make?

Isomorphic Metaphor / story...get client identifying with protagonist i.e association with their situation and how it evolves. So what happens to protagonist happens to client. Place protagonist in same situation as client i.e has similar enough problems to mirror client, a.k.a make the relationship between client and character, their situations etc '**isomorphic**'. then pace, and lead via story. Give protagonist the resources the client needs, to evolve, solve their problem, overcome their challenges e.g Hercules, which then by association transfer to the client. So as hero solves problem, finds solution, overcomes challenges, the client, de facto, by proxy, by association, also experiences same success, and it becomes an affirmation of the resources use, and a self-fulfilling prophecy / unconscious vivid personal reality i.e history of client. During story touch client at different points to 'anchor' these resources, and the problems, experienced as the hero of the story.

N.B the protagonist can be a person, an animal, a real person, a fictitious character, well known, made up, even a tree or flower. Work out what resources / attitudes client needs. Define outcome want to attain via story / metaphor.

Target client's unconscious, and keep vague enough i.e don't assume you know what is needed, or what unconscious resources exist...leave it to unconscious to interpret...leaves open ... more opportunities...prevents projection i.e your assumptions forced on them, which are wrong, and thus miss mark, and fail i.e ineffectual.

Have hero in story do all things you want client's unconscious mind to do. E.g reframing.

The conscious mind may reject the metaphor, if it recognises what you are trying to do. So try to **prevent conscious resistance i.e conscious mind wising up to your strategy, by breaking up story with random details that break the pattern, i.e stop the real pattern you are aiming for being identified / obvious** ...got to trick...bypass consciousness...at least distract it...when it is about to say 'hey, I know what you're trying to do, and it won't work', you distract its attention on some digression, some non-sequitur (i.e that doesn't fit the pattern), some random 'noise', or ambiguity that could be interpreted different ways to the pattern.

What are parts? 1. Parts are part of the unconscious with a purpose/intention & a function/behavior 2. They are functionally detached from the rest of N.S. (non-integrated) 3. Often they represent minor personalities - significant others (modeled, imprinted) 4. Usually they have their own values and beliefs systems 5. Some think they are in charge of maintenance of the system 6. They are born from S.E.E.'s 7. To protect (& continue) a non-integrated behavior 8. Parts are a source of incongruency in the individual 9. They themselves are incongruent 10. The incongruency is usually in the difference between the purpose/intention & function/behavior. 11. A part usually has its opposite number, an alter ego, the flip side of the coin 12. These 2 parts will have the same highest purpose/intention 13. They were once a part of a larger whole 14. Reintegration is possible on this basis.

PARTS INTEGRATION 1. Identify the conflict and the parts involved: Make sure you clearly identify the parts clearly, and understand the nature of the conflict. 2. Have the Part, which represents the unwanted state or behavior come out on the hand first: "I wonder if I can talk to this part. Which hand would it like to come out and stand on?" (Show client how to hold hand.) 3. Make sure that the Client has a V-A-K image of the part as it comes out on the hand: "Who does this part look like; does it look/sound/feel like someone you know?" 4. Elicit the "Opposite Number" to come out on the other hand: "I'd like to talk to the Part with which this Part is most in conflict, the flip side of the coin the opposite number, and let's have it come out and stand on the other hand." (Show client how to hold hand.) 5. Make sure that the Client has a V-A-K image of the part as it comes out on the hand: "Who does this part look like; does it look/sound/feel like someone you know?" 6. Separate intention from behavior: Reframe each part so that they realize that they actually have the same intention by chunking up — ask, "What is the intention ..." or "For what purpose ..." (Begin chunking up first with the part that has the unwanted state or behavior. As you do, make sure that the client's intention stays associated.) a. Now, have the parts notice they were once part of a larger whole. b. Ask for other parts that were

also once part of the larger whole. Have them join in the integration. c. What resources or attributes does each part have that the other part would like to have? 7. As the hands come together give additional suggestions for integration. 8. Take the integrated part inside and have it merge into the wholeness inside. 9. Test & future pace. Re-elicite the values to see if there is a change.

MASSEY'S DEVELOPMENTAL PERIOD

(0 - 7) Imprint Period (7 - 14) Modeling Period (14 - 21)
Socialization Period (21 - 35) Business Persona (Wm. James)

A MEME is a self replicating package of information which tends to propagate itself through a population spreading ideas and concepts.

The Values Levels : a model of the different levels of consciousness, and the societal forms their produce...leading up to the higher ones like my EP's

1—BEIGE: SURVIVAL

- Instinctive automatic • The essence of human survival • Uses deep brain programs and senses • Distinct self is barely awakened • Lives much as other animals but better • Minimal impact on environment

2—PURPLE: A CLANNISH “US” • Obey desires of mystical spirit being • Show allegiance to elders, custom, clan • Preserve sacred places, objects, rituals • Bond together to endure and find safety • Live in an enchanted, magical village • Seek humanity with nature's power

3—RED: MY POWERFUL “SELF” • Every man for himself • Express self, to hell with others • Escape domination by others or nature • Avoid shame, feel no guilt, get respect • Gratify impulses & senses immediately • Fight to gain control at any cost • Be not constrained by consequences

4—BLUE: A RIGHTEOUS “US” What is bigger than me, a guiding singular force, bigger than you • Find meaning and purpose in life • Sacrifice self to the way for the Truth • Bring order, stability, and future reward • Control impulsivity through guilt • Enforce principles of rightful living • Divine plans puts people in proper places 5—ORANGE: MY STRATEGIC “SELF” • If it ain't broke—then break it & make it even better • Strive for autonomy and independence • Seek out “the good-life” and abundance • Progress through the Best solutions • Enhance living for many through technology • Play to win and enjoy competition • Learn through tried-and-true experience

6—GREEN: OUR COMMUNITARIAN “US” • Liberate humans from greed and dogma • Explore the inner beings of self/others • Promote a sense of community and unity • Share society’s resources among all • Reach decisions through consensus • Refresh spirituality and bring harmony

7—YELLOW: AN INTEGRATED “SELF” The swing back into a “Doing” thing, the action again • Accept the inevitability of nature’s flows • Focus on functionality, competencies • Find natural mix of conflicting “truths” • Self-interest without harm to others • Experience fullness of living on Earth • Demands flexibility and open systems

8—TURQUOISE: AN HOLISTIC “US” • Blending, harmonizing, strong collective • Focus on the good of all living entities • Expanded use of human brain/mind tools • Self is part of larger, conscious whole • Global networking seen as routine • Acts for minimalist living so less is more

Why is a good idea, a good idea ...Because our honored chieftain says it is so” “...because it suits ME right here, right now” “...because it conforms to the rule of Law” “...because it serves my plans and objectives” “...because we have reached consensus on it” “...because it is the most functional approach” “...because the living system ultimately benefits”

MHR Voluntarism, if it submits to overall ‘policing’ e.g negative externalities, and to transparency e.g positive externalities available, can optimize freedom of individuals without imposing unfair costs on others i.e negative externalities not result of informed consent and corresponding positive externalities i.e costs-benefits. No need for arbitrary violence of law. Individuals can decide basis of their interactions between self i.e informed consent...but always problem is desire to exploit inherited inequality i.e enslave others to own will / trick / deceive/ opportunist lies leading to ‘noble’ lies of religion etc / mind control / guilt / fear / violence / coercion...so cannot leave to ‘anarchy’...but allow regulated voluntarism...would result in some communities setting up as communes, others as corporations, etc...problem is tolerance of each for each, how to protect any individual community from others mobbing / ganging up on, and imposing unfair externalities upon...so WILL need a one world government with power limited to securing the freedom of each individual and community, and preventing individuals / communities coercing others into accept negative externalities / imposing their wills / values / beliefs... and some things cannot be negotiable e.g assumed right of some humans to exploit other animals, or sense of entitlement of one group to another groups products and services...and avoidance of all ‘conspiracies’ against the good of other groups...and to deal with trade relations, enforce contracts between communities...and allow communities to recover resources from those who leave their communities e.g enjoy all benefits of a commune, train etc at communes expense, then leave to

‘make a fortune’ in some other community ... i.e typical problem of Scandinavian society i.e brain drain to U.S...after investing in citizens...and the general rules of lotteries i.e if the ‘winners’ can leave, after having ‘won’ the lottery, then all the resources leave the community...it is not just the individual investment in the particular individual e.g a record company must recoup the losses of 99 out of 100 of the bands it signs, from the profits of the one band that makes it big...that band doesn’t think in terms of this lottery, and complains that the record company makes more money from their music than they do...as if the investment the company made in them was a ‘sure thing’...in fact most signed bands do NOT have a playlist of hit songs just waiting to be recorded, produced, and distributed. ETC

People speak of values vaguely. Ask them to be particular. To define them. What are the criteria? How do they know when this value is being met or violated? When have they experienced either? What did they feel/ experience? How did they know it was being met or violated? Interrogate all sub-modalities of. See if their assumptions are correct. If they are really using words appropriately i.e the value they speak of, and how they ‘represent’ that value in practice. E.g freedom, tolerance, security, happiness, motivation...how do you know who and what to fear and when? Who and what to love and when, and how, and in what way, and in what contexts? What is justice? How do you know something is just? That you have been a victim or perpetrator? What is guilt? How do you know if you are guilty, or another is? Etc

Synesthesia

Frame any offer / suggestion in terms of the values interlocutor claims to have. MHR find out real values is more motivating i.e people imagine etc have much higher values than have...if can play their game i.e lie for them, and present the REAL values they have as the ones they pretend to have will get rapport and can lead...i.e they claim ‘justice’ as a value, but as non-vegans, clearly mean ‘I should not be the victim of injustice’...they claim equality, but really mean ‘no-one should have more than me’ etc...and ‘freedom’ really means I should be free to do what I want, no matter how it harms others, but no-one should ever be allowed to do anything I don’t want them to do, especially if it harms me, even via envy, jealousy, sense of special entitlement, exceptionalism e.g ‘Semitism’.

Take your most important value and notice how you represent it. What is the picture that you have? Is it: Associated -or- Dissociated? Black and White -or- Color? Focused -or- Defocused? Near -or- Far? Bigger than Life, Smaller -or- Regular Size? A Movie -or- Still? Is the Movement Fast -or- Slow? Panoramic -or- Does it have a Border? Does it have a Location? Are the sounds: Loud -or- Soft? Fast -or- Slow? Is there anything about the Pitch, Rhythm, or Tonality?

Are there feelings? What are they? Now do the same thing with another value, and notice that some of these elements are different with the second value.

List your values in ascending order of priority. Do the lower values support / reinforce / make the higher ones more likely to be attained / maintained? E.g you want security above all, does freedom support this...is current model of new world order to convince you to give up all the freedoms the terrorists, who are not your own government, hate, and want to take from you, which by submitting to the fear your government create via their acts of terrorism, you willingly give up i.e. disinformed consent...i.e. the real terrorists, who hate your freedoms, your constitutional freedoms and rights, get you to give them up willingly by committing acts of terrorism against you...

Are your values positive i.e. what you do want, or negative, what you don't want?

Can frame desire for wealth as fear of poverty, desire for security as fear of violence, desire for partner as escape from loneliness...

Sometimes multiple desires reinforce each other i.e. have common aim e.g. desire for freedom, money, independence, options, choices.

A continuum of values (shades of grey open-minded-skeptical, flexible, situational, negotiable, open, skeptical, evolving, critical, freely arrived at, personal, consensus of participants local and representative, relativity to situation-conditions-times-places) **Vs absolute categories** (black and white certainty, categorical imperatives, dogmas, traditions, conditioned reflexes, religious dictates, societal, violence of law imposed from centralised state/authority, absolute truth of god / science)

Values and beliefs are stored in different locations. The question for determining the Storage Location is, [1] "Now as you think of that value (belief), where was it stored just before it came to you?" -or- [2] "In a moment, I'm going to ask you to clear the screen, and I want you to notice where the image goes to as you do."

ELICITATION OF BELIEF LINES 1. Elicit the Dichotomy Meta Program 2. Determine the differences between the storage location of something which is: a. Absolutely Believed b. Doubted but not sure or uncertain about c. Absolutely Disbelieved d. Something that used to be true for the person but no longer is. 3. Check ecology. 4. Repeat steps 1-4 for 15 years ago, and 15 years into the future. 5. Change the storage location of an unwanted belief and notice the corresponding change in the strength of the belief. 6. If necessary make the corrections in the Time Line (deleting the corresponding limiting decision).

ELICITATION OF VALUES LINES 1. Elicit the Dichotomy Meta Program (if you haven't already). 2. Elicit life's values: "What's important to you in life?"

(See the Values Elicitation section.) 3. Prioritize the values. 4. Elicit the storage location of each value: “In the context of _____ when you think of _____ (value) do you have a picture? Where is that picture stored? Etc.” 5. Repeat steps 1-4 for 15 years ago, and 15 years into the future. 6. If desired, make an intervention in the values hierarchy by shifting a value along the line.

* The Dichotomy Meta program, and Values and Beliefs Lines were developed by **Rene Pfaltzgraf**.

THE BASIC META PROGRAMS

1. EXTERNAL BEHAVIOR A) Introvert B) Extrovert
2. INTERNAL PROCESS A) Sensor B) Intuitor ... how you perceive
3. INTERNAL STATE A) Thinking B) Feeling ... how you judge
4. TEMPORAL OPERATOR (TIME) A) Judger B) Perceiver

Visual Rehearsal – In almost every modeling, they have found that the successful people are doing visual rehearsal each time. Each shot each time. Disassociated, then associated. The human mind cannot tell the difference between a vivid visualization, and a real memory.

A Positive Internal Dialogue – To control: a) Stop It — (hard to do. Meditation 20+ years.) b) Jam It — (Mantra does this.) c) Substitute a Positive Internal Dialogue — (This is the choice in pistol, and in most training. Can use a listing of the steps or positive affirmations. Perhaps can also change the SMD's of the negative internal dialogue. May need to change the SMD's only.) d) Give it something useful to do

Anchors (spatial, visual, physical, tonal)

All NLP Was Created by Modeling & Creating Techniques. Some of the Concepts Utilized Were: • Rapport from Hypnosis • Anchoring from Pavlov and Behavioral Psychology • Strategies from Pribram et al — the TOTE Model
The Key: DE-NOMINALIZATION

MODELING OVERVIEW 1. Find someone or someone's behavior that is worth modeling. Find a model of real excellence. 2. Find their... • Beliefs and Values • Strategy (Mental Syntax) • Physiology - Key is breathing, then posture. 3. Install this in yourself. 4. Design a universal training. 5. Train others. 6. Train Trainers

Modeling is separating what is essential from what is idiosyncratic. 2. In modeling, may have to chunk a large behavior down into the individual functions. 3. Then feedback. Where they are getting feedback from, and what the mechanisms are, and the adjustments.

Two Ways to Do Modeling 1. Imitation a. Do it then model self to see how you did it. b. Essential to all modeling is to separate what is essential from idiosyncratic — the difference that makes a difference. c. Then consciously start dropping pieces to find what's essential. 2. Cognitive Approach a. Analyze into components b. Physiology c. Strategies d. Motivation e. Contrastive Analysis — separate what is essential from idiosyncratic — the difference that makes a difference. Then consciously start dropping pieces to find what's essential. f. Sensitivity Analysis — Determine what's critical. Start changing things to find out if they make any difference. Find out if it makes a difference in terms of results. g. Strategies — A lot of patient pushing to find out what they are doing in their heads while they do it. h. Install in self — test is when you can get the same results as the experts do. i. Universal training design. j. Train trainers.

COMPULSION BLOW-OUT WARNING: This is a very "hard" technique. (It's like a sledgehammer.) If you begin it, you must complete it. When you finish, the client must have a positive future representation of what they will do without the problem. If there is a compulsion and a revulsion you must blow out both. PART I 1. Elicit a description of the thing compulsed about 2. Elicit a description of something similar, but not compulsed about Compulsed Non-compulsed EG: Pistachio Peanuts Ice cream Yogurt 3. Get SubModality differences 4. Test the differences for drivers PART II If you have an SMD that is infinite in extent then do a really fast continuous increase as in Method #1. Otherwise use Method #2. Method #1 5. If Size or any other infinite driver, blow up beyond known universe. 6. Initially feeling of compulsion will increase 7. At some point it will pop, or blow out Method #2 5. Use ratchet method (like a car jack) 6. Crank it like a jack 7. They will go over the top Both techniques use 8-10 to complete. 8. Wait till the client settles down — 5 minutes 9. Test by having them make a picture, no compulsion 10 Swish old picture with new picture. * ACKNOWLEDGEMENT: **Steve Andreas** developed The Compulsion Blow-Out.

THE LEARNING STATE AN INTERVENTION FOR LEARNING

Learning is facilitated best by the student being in a relaxed, receptive, focused state. The teacher should watch the student(s) for the initial signs of relaxation, and as the teacher notices relaxation in the student, verify it by saying, "That's Right. Very Good!!" 1. Ask the student to put their eyes up and centered, as if to look at the space between the eyebrows. A spot on the ceiling will do.

2. Closely watch the student(s) for the first signs of relaxation and centeredness. You will notice that there are certain signs of relaxation: the rate of respiration, muscle tension in the face, the size of the pupils of the eyes, etc. It is important that the student only do this for a maximum of two minutes or less, otherwise eyestrain may result. 3. Verify the relaxation in the student (as above). 4. Then ask the student to remain just as relaxed with their mind relaxed, and to move the eyes down and focus on you (the teacher). That's the Learning State. There is also some evidence that this technique may synchronize both hemispheres of the brain.

***ACKNOWLEDGEMENT:** Adapted from **James Braid**, “**Neurypnology**,” 1843, page 28, “**the eyeballs must be kept focused in the same position, and the mind riveted to... one idea.**”

ALLERGY MODEL - SNEEZING 1. Find the submodalities of the substance/allergic 2. Find something “similar/not-allergic” (assoc) 3. Anchor “similar/not-allergic” 4. Have them visualize a plate of Plexiglas (dissociated) Place allergic on other side Fire anchor throughout 5. Associate with anchor held 6. Test and Future Pace

Neurological Drivers are primary subjective distinctions, which are directly hard-wired to the nervous system. Peripheral vision has certain characteristics though its set of Neurological Drivers. **FOVEAL VISION PERIPHERAL VISION** tunnel panoramic sympathetic arousal parasympathetic arousal detailed contextual In the ancient system of Hawai’i, the state that occurred when entering into Peripheral Vision was called Hakalau, and was highly prized as a state that allowed the Kahuna to achieve centered calmness. The process consisted of learning how to enter into a deep trance while maintaining a heightened external awareness.

CHANGING PERSPECTIVE 1. Identify problem: Context and/or object of reference (person or thing). 2. Teach client peripheral vision. a. focus gaze b. expand awareness to periphery c. loosen jaw d. calibrate to physiological shift (sympathetic to parasympathetic activity) 3. Anchor peripheral vision 4. Associate client to problem context and fire peripheral vision anchor. 5. Condition 3 - 5 times (Break state each time). 6. Perceptual positions (ecology check) a. (Self) - peripheral vision b. (Other) - re-integrate (delete for trauma) c. (Observer) - re-integrate 7. Future pace **ACKNOWLEDGMENT:** Neurological Drivers developed in conjunction with John Overdurf, Julie Silverthorn & Susan Chu.

HAKALAU In addition to being the state of entering into deep trance while maintaining external awareness, ‘Hakalau’ is the state to take something from the material realm into the void and vice versa. According to the assumptions of **Quantum Physics**, you create your universe based on your personal

observation. If you didn't 'know' something existed, then it didn't. So by 'knowing' something, you are actually creating it. At the same time, the 'knowing' at some level also created boundaries and can be limiting to your choices since it stops you from being in touch with all the infinite other ways of 'knowing'. MHR Zen notion of 'violence of language' i.e defining / idolatry / nominalisation / reducing infinite to limited.

FOR GETTING RID OF A PROBLEM This process can be used for single negative emotions, behaviors or complex problems in situations that involve more than one emotion. The key is the client's ability to get in touch with the whole problem. Technically, the technique works by lighting up and removing the boundary conditions of the problem thus dissolving it into the void. Process: 1. Teach the client how to go into Hakalau: "Pick a spot on the wall. As you focus on it, now pay attention to the peripheral part of your vision." Anchor it. 2. Elicit the problem: Ask the client "what is the problem?" Have the client talk about the problem. Have the client "get in touch with how you know you have that as a problem". 3. "Now go into Hakalau." Fire off anchor. Calibrate for integration. 4. (Optional) Suggest preserve positive learnings if any. 5. Break state. 6. Repeat steps 2 & 3 'till client can no longer access the problem. 7. Test and future pace. Elicit new options.

RELEASING ATTACHMENTS AND/OR MANIFESTING AN OUTCOME Since, in Quantum Physics, the whole contains the part and the part contains the whole, every desire contains the potentiality of its opposite in its essence. Every time we 'want' something, there is an inherent potentiality of not being okay with not having that. This technique can be used to get rid of desires that cause us to lose our balance and to be less than totally centered. Paradoxically, by dissolving the desired outcome in the void, you may actually enhance it happening spontaneously.

Process: 1. Teach the client how to go into Hakalau: "Pick a spot on the wall. As you focus on it, now pay attention to the peripheral part of your vision." Anchor it. 2. Elicit the problem desire: Have the client talk about the problem desire. "Get in touch with how you know you want that(whatever the client desires)." 3. "Now go into Hakalau." Fire off anchor. Calibrate for integration. 4. (Optional) Suggest preserve positive learnings if any. 5. Break state. 6. Repeat steps 2 & 3 'till client can no longer access the problem. 7. Test and future pace. Elicit new options.

EXPANDING CONSCIOUSNESS To go beyond all illusions, you can use this process for removing illusions creating by time/space/matter etc. The result is a rapid entry into a profound state of transcendence while connected with waking reality. It is a rapid way of achieving awareness of simultaneous reality. (WARNING: This is a powerful technique and requires you to be a balanced

person well grounded in life. It may produce significant altered states. Using it for this purpose is for yourself only. Use this primarily for yourself and a client only if they have gotten rid of a good amount of negative emotions, and they have a good reality strategy. You do not have permission to teach it to others. Only use it after you have cleared all negative emotions and limiting decisions.) Process: 1. Go into Hakalau: "Pick a spot on the wall. As you focus on it, now pay attention to the peripheral part of your vision." If you know NLP, anchor it. 2. Elicit Knowing of these and similar states or issues: • "How do you know there is time." • "How do you know you are you." • "How do you know this is (any object in your awareness e.g. a glass of water)." etc. 3. "Now go into Hakalau." Fire off anchor. Calibrate for integration. 4. (Optional) Suggest preserve positive learnings if any. 5. Break state. 6. Repeat steps 2 & 3, until a trance state occurs. 7. Meditate in that state.

In 650 A.D., an Indian Sage named Patanjali wrote a little book **called the Yoga Sutras** in which he described the Void, or **Transcendence** and how to enter into it. This is a very short summary of his **8 limbs of Yoga**. He said, "**Yoga is the cessation of mental activity**," and is accomplished by: Yama – When you are going to enter into the void, you probably would want to stop doing some things (Yama) ... Niyama – And there are some things that you would probably want to do (Niyama) in order to preclude any interruptions from inside or outside. Asanam – Then, you would probably want to sit down, since if you were to really enter the void standing up, you would probably fall over. Make the seat comfortable. } Pranayam – You may want to do a breathing technique to calm the mind, but know that when you enter the void, the breathing will probably cease anyway. Pratyahara – Now turn the senses, which are normally turned outward, inward. Withdraw the senses from the outside and turn them to the inside. Dharana – Focus on something inside, and put all your attention on it. The attention should be one-pointed, but gentle, and not hard concentration. Dhyana – As you totally focus on the object of your attention, notice that the awareness begins to expand outward. Let it go outward as far as it will go. Samadhi – When it expands to infinity then you are in the void. There is a **moment of suspension, or no thoughts and no object of consciousness: as if there were consciousness itself with nothing that you were conscious of.** The last three are called **Sanyama**, and involve taking something into the void. At the deepest level of the mind just before Samadhi, there is a place called "Rityam Bhara Pragyam," "that place which knows only truth," which is similar to the Hawaiian "I'o".

Check if intention of behavior is clear to all actors or if jumping to conclusions, based on own definitions / assumptions / behaviors as to what another person's behaviors indicate. We tend to assume behavior X means / reflects a belief / attitude / feeling of Y e.g. leaving dirty socks laying around means he doesn't respect me, appreciate me, love me etc. She doesn't initiate sex means she is not

sexually attracted to me. She won't blow me means she is playing games or not really into me, just using me for other benefits i.e no real passion.

How realistic are our expectations of other person e.g sexual, financial, behavioral, time e.g always late / never on time...jumping to conclusions that failure to act in particular way / read your mind, means they don't care, don't listen, don't love you, etc

How much of our disappointment is unreasonable i.e expect too much, unreasonable expectations doom to disappoint...or unspoken demands / expectations / needs not met, how fair is that?

Equivalences are statements that X means Y, X is equivalent to Y, X means Y, conflating X and Y, confusing X and Y.

Flip criticism to reveal hypocrisy implicit ...'if you loved me, you'd be on time / wouldn't always be late'...if you loved me, you wouldn't fixate on time, and keep records on how often I am late' etc. i.e why is punctuality the priority? You criticize what I don't do, but how often do you praise / recognise what I DO do? I am busy, if I worry and rush to get on time all the time, I'd be a wreck, and I'd be no fun...do you want me on time, or here, available / present / mentally with you etc...have you thought that your fixation on punctuality is a compulsion / addiction / fault / irritation to me etc...is it more important than ME? ... would you rather be alone, and always on time for everything? Or your ex, who was always on time, but lousy in other ways? Spin the problem to be theirs, which in a way it is, depending on how you look at it...Don't you appreciate me putting up with your nagging about being late all the time? Doesn't THAT prove how much you mean to me, that I'll put up with that nagging? Being abused for something I can't control, when I am out there earning money for us, our home, doing things, running errands, trying to make the world a safe etc place???

Erickson: Cancer is like a grassy field and your white cells are like sheep. If: Stress Excessive chemotherapy Bad diet, etc. reduce the amount of sheep in the field, then the grass gets overgrown and turns to weeds. But if you concentrate on growing and adding more healthy sheep back into the field, it will reach ecological harmony again.

REDEFINE ON (CAUSE/EVIDENCE) Equivalence: Saying mean things means you are a bad person. a. I'm not saying mean things, I'm: Telling the truth. Expressing my point of view. Stating the facts. Equivalence: Your being late means you don't care about me a. I'm not late. I was delayed. Equivalence: Cancer causes death. a. It's not the cancer that causes death. It's the breakdown of the immune system that causes death... so let's explore the ways you can bolster the immune system. Equivalence: Nuclear arms make (strength, protection, safety). a. It isn't the nuclear arms that protect people, it's

the fact that they deter people from taking aggressive action. b. What other things could stop people from wanting to be aggressive?

Most medically-treated cancer patients die from the severity of their treatment rather than from the cancer itself.

How do you get: ‘angry’, ‘horny’, ‘happy’, relaxed, stressed out, furious, irritated, frustrated, desperate, hopeless, terrified, motivated, bored, confused, certain, decisive, intimidated, worried, optimistic, pessimistic, fall in love, fall out of love, etc etc

Can you recall a time when you were totally X'd? Can you recall a specific time? As you go back to that time now ... What was the very first thing that caused you to be totally X'd? Was it something you saw (or the way someone looked at you?), Was it something you heard (or someone's tone of voice?), or Was it the touch of someone or something? What was the very first thing that caused you to be totally X'd? After you (saw, heard, felt) that, what was the very next thing that happened as you were totally X'd? Did you picture something in your mind? Say something to yourself, or Have a certain feeling or emotion? What was the next thing that happened as you were totally X'd. After you (list previous), did you know that you totally X'd, or... i.e

When reading ‘eye accessing cues’, be sure to calibrate for individual first, then realise that some people will first verbalise your question again in their mind, if not aloud, before doing the actual accessing of the representation i.e recalling or constructing an internal image, sequence, dialog etc ... to elicit, indirectly, non-verbally, the representation systems they used for ‘deciding when to get angry’ etc...

N.B criteria for evaluation must use same representation system as the data being used to evaluate.

CHAINING ANCHORS - VERSION 1 Chaining is a technique that is used when the desired/resource state is significantly different from the present state. 1. Get in rapport. 2. Set the frame. 3. Identify the undesirable present state. 4. Decide on the positive/resource end state. 5. Decide on intermediate states to lead to the end state. 6. Design the chain 7. Elicit and anchor each state separately, beginning with the present state through the end state. Make sure that the subject is out of previous state prior to anchoring the next one. 8. Fire the present state anchor and when at its peak, release and fire the Int. anchor #1. 9. Test (subject should go into present state and then into Int. state #1). 10. Fire present state anchor, watch subject go into present state, and then Int. state #1. At peak add Int. state #2. 11. Add each Intermediate Anchor and End State Anchor in the same way. 12. Fire present state, and subject should go through all the states and end up at the end state. 13. Future Pace: “Can you think of a time in the future which if it

had happened in the past you would have _____ (EG: Procrastinated) and tell me what happens instead?

CHAINING ANCHORS - VERSION 2 Chaining is a technique that is used when the desired/resource state is significantly different from the present state. 1. Get in rapport. 2. Set the frame. 3. Identify the undesirable present state. 4. Decide on the positive/resource end state. 5. Decide on what intermediate states to lead to the end state. 6. Design the chain. 7. Elicit and anchor each state separately, beginning with the present state through the end state. Make sure that the subject is out of previous state prior to anchoring the next one. 8. Test each state. 9. Chain each state together firing #1 and at its peak adding #2 and then #3 and #4, etc. 10. Test: Fire present state anchor. Client should end up in final state. 11. Ask the client, "Now how do you feel about _____." EG: How do you feel about procrastination. 12. Future Pace: "Can you think of a time in the future which if it had happened in the past you would have _____ (EG: Procrastinated) and tell me what happens instead?"

How to find out how person originally got self into this belief / state / phobia / allergy i.e 'learned' this response... what was it response to? ... to find out how person, here and now, is actively (though unconsciously) reproducing that response i.e how do they know to experience a terror attack when see a dog? How do you know when to be impatient / cowardly/ angry, after having established that often they have, and do, display patience, courage, tolerance i.e why X and not Y condition / situation / trigger elicits that response (NLP calls it a 'strategy' to validate its good intentions i.e why unconscious mind initially installed it ... or significant others conditioned it, deliberately... now it is reflex, reproduced automatically... triggered ... don't need to know content of initial design, but simply the process person unconsciously undergoes to get into this state / get to this response / have this reaction e.g when dog is clearly not dangerous, why don't employ same patience have for X, when dealing with Y ... etc... Here is a formal process to follow to 'elicit' the 'strategy':

Put self in a state of Uptime and excellence. Establish rapport. Set the frame. Identify a specific decision and when and where made. Put the person back into the experience. Make sure that they are in a fully associated, intense and congruent state. Anchor the state. Speak in the present tense. Use all accessing cues; predicates, eyes, breathing, tonal shifts, hand gestures, etc. Ask basic questions: "How do you... decide, know, think, etc... to?" "What happens first?" or "How do you know it's time to start?" "How do you know that you have finished?" Backtrack to get to the next step. Make sure that you get a logical sequence. Notice loops or recurrent sequences of steps. Make sure that you have all the key functional pieces. Fire the anchor to assist them in accessing if

necessary. Be particularly alert for auditory markings. Elicit major representational modalities until complete. List possible options -Chinese menu- if appropriate. Elicit and do not install. Use unspecified predicates. Give more than one option. Use contrast frame. Use counter-example statement. Check to see if subject answers the question you ask. Feed the sequence back and calibrate. Go back and elicit the submodalities if appropriate. Write down what you get. Get as much detail as necessary. Test your work.

Well-formed new strategy to achieve new goal requires that this goal be well-defined i.e we have a clear 'representation' of what we want to achieve...vivid / intense / compelling by employing all main representation systems of client i.e so becomes 'real' in the mind, to the brain, and thus 'is' real to the mind. As Buddha says, we are thus 'remembering' the outcome / achievement / state / solution to the problem as if we already have it, which is same as 'manifesting resonance' universal law idea...remembering is easier than producing ... most mathematicians first had 'intuition', most inventors first had 'creative moment' i.e saw the final solution clearly, without knowing the steps involved...then had to 'prove' their theorem / find out how their experiment worked...lots of hit and miss, and Zen reiteration...often 'accidental' discovery others missed, as were attending to something else i.e not interested in this, but something else, and didn't appreciate value of it...or came from some other application field where the value clear, due to their past experiences i.e could see how to apply some phenomena / observed pattern, whereas to others just a random observation...or so focused on some other objective that simply not sensitive to / didn't represent it / didn't even 'see' it ... it was just 'background noise' they filtered out, while chasing some other pre-judged (hence prejudice as bad) idea of 'value', 'significance', 'utility'...hence violence of language, of prejudice, in preventing us experiencing the full reality, what is there...while our mind pre-defines what is of interest, and what is 'real' i.e made vivid, intense, representations of ... while rest grey blurry background...

Ideally get from here to desired outcome by as few steps as possible, to maintain motivation, but set to ensure success at each step, to provide history of successes, and with no steps left out which would lead to 'stumbling' and 'overreaching' and 'unrealistic' and thus prevent success / diminish motivation.

FUNCTIONAL WELL FORMEDNESS CONDITIONS • Trigger which starts the process and carries with it the final criteria. • Operations to alter the present state to bring it closer to the desired state. • Test which compares the present state to the desired state based on presorted or ad hoc criteria. • Decision point which determines the next step based on the congruence or incongruence of the test comparison. Knowing the functional well-formedness conditions allows one to ask very specific and directed questions. Knowing the functional properties of

strategies allows one to recognize when one receives an answer to a different question than the one asked.

Making decisions can be hard. But we've all made them. How did we come to make them, given the difficulty right now of making a particular one e.g to buy or not to buy, move or not to move, sell or not to sell, study or not etc...How to get yourself to point of saying 'this feels right'. How to generate alternatives? Act decisively?

REPRESENTATIONAL SYSTEMS Each person/ culture tends to represent experience with emphasis on different representation systems, so we often 'talk past each other' when trying to communicate i.e our definitions / assumptions / models are different...and communications encoded into the 'wrong' representation system for the interlocutor, so they mis-understand us.

Digital encodings suffer distortion, deletion, but generalisations do offer compression of data size / speed of processing e.g gestalt nodes...with all inherent dangers e.g what NOT encoded / attended to / lost / distorted/ deleted / overemphasized i.e compare lossy compression to original analog ... 'steps' always missing and 'generalised' i.e 'averaged' i.e 'pattern sought and maintained, rather than actual data / content...can easily misrepresent original...though efficient i.e level of abstraction, composition, detail, ...So a digital encoding of an analog (continual / flowing) phenomena enjoys compression, but loses data integrity / precision / details i.e is a model of something, which like a map, can be useful, but must be used with a caution i.e map is not the territory, the model is not the reality (objectively, though when the interaction is limited to social then it is social reality, and if people act congruent to it, it is self-fulfilling i.e challenge it at your peril e.g beliefs / superstitions / traditions / rules / laws e.g German laws that are best example of 'legal fictions' are that the fanciful / fabulous 'holocaust' fictions of the Nuremberg show trials are 'established facts', just as earlier 'god' was an 'established fact', even under Napoleon, who was the supreme atheist.

The model helps compress overwhelming data into digestible format, so makes many tasks easier, even possible, that normally would be too wieldy. Such as data storage and transmission, encoding and decoding. Like an 'abstract' of a thesis, at best. But pure propaganda and deliberate malicious deception at worst i.e designed to 'spin' and promote very narrow vested interests e.g lobby / deceive/ con/ control / manipulate / enslave.

Digital descriptions are always secondary experience so they contain less information than the **primary experience** which they describe.

Each representation system has its strengths and weaknesses. And is thus more suited to specific tasks. E.g we tend to explain logic linguistically, Vs De

Bono's 'visual' representations of problems and their solutions. Mathematical symbols are used to 'reduce' data to numbers that can encode linguistic arguments, and later be decoded. They represent the most formal language rules, with syntax key as always. But open to abuse as few speak this language fluently. And easy to change values of variables within the calculation / computation / model, and thus deceive, easier than when doing this things linguistically i.e less obvious, and fewer people willing to follow even the equation, than are willing to follow the argument.

Auditory/verbal is preferred by most people as immediate, requiring less work to attend to i.e most people are verbal before literate. Most society's are verbal long before literate at all. Auditory frees the person to engage in other actions Vs reading and writing....no tools required...no records kept so easier to lie / misrepresent later, ... and communications usually synchronous i.e no delay between utterance and reception, transmission almost immediate...with non linguistic cues available (which texters to their peril often ignore, and suffer by ignoring, and thus the invention of emoticons, emogees) such as tone, speed of delivery, pitch, emotional indicators, amplitude / loudness, hesitancy Vs fluidity, confidence vs uncertainty etc etc.

One limit is the ability to utter and decode one item at a time...though predictive patterning usually occurs and we 'anticipate' and 'fill in blanks', and very often hear something NOT there ...but generally communication is synchronous and/or necessarily sequential, as a series, that must be built up, and attended to, with attention to syntax, non-verbal cues, etc, while the entirety is 'built' as a series of utterances...if sentence too long can be ambiguous and unclear...if syntax not well structured same...

Vs optical / visual representations / observations, which can be more holistic i.e you can see an entire picture at once...with all its connections laid out...like a map...Vs a verbal description of terrain...though we can be misdirected to attend to some aspect of the image more than the rest, which can become 'background'...even as with audio / verbal, we attend to one source, and rest blurs to become 'background noise', even though it may be important information e.g growl of tiger, the argument of a person being deliberately 'drowned out' by malicious people intent on preventing their message being heard...etc

The kinesthetic system has more inertia and duration than the visual and auditory systems.

Visual system enables one to simultaneously picture different options and make comparisons between them. Written lists help organise, as do diagrams. Talking about things helps eliminate misunderstandings very quickly. Most people prefer telephone to email, as it is immediate, synchronous, requires least effort. Then

there is the 'gut' feeling / intuition / instinct, which is Kinesthetic tactile and proprioceptive sensation. Of course touch can sometimes help, and often smell and taste, e.g dangerous / noxious fumes, bad food, fungi, bacteria, 'off' food, bad air, cat's whiskers provide spatial data i.e size of space / entry / exit

We make value judgements that have often nothing to do with any objective criteria, and are not shared by interlocutors, so need to make these explicit, rather than assume, implicitly, tacitly, that all interlocutors share the same models / assumptions / symbols / codes / values ... often talk past each other for this reason i.e failure to make explicit what never really thought about i.e as 'feels' 'natural', normal, categorical imperative, obvious, self-evident to you, after imprinting and conditioning, but which can seem absurd, ridiculous, incredible, fabulous, completely unexpected and unanticipated by others...i.e relativity...notions of good or evil that don't reduce to physical pain, pleasure, and relief, can be source of emotional / mental / psycho-somatic pain, pleasure, relief, dependant on conditioning, assumptions, definitions, imprinting e.g superstitious taboos, sexual taboos, notions of 'race' and 'gods' and 'evil' and 'sin' that have no objective basis / reference / reality outside of a social reality / shared subjective reality of a group...or particular individual...representations can be very subtle, hard to elicit, unpredictable...and many people just assume they are 'right' and cannot / will not comprehend relativity, that what they assume is 'reality' and 'true' is anything but some objective correspondence with an actual reality...

Once identify what makes one activity 'easy' and 'desirable' and thus requires little discipline / motivation i.e intrinsically motivating / desirable / interesting / compelling, can transfer the representations associated with it to something else right now you find hard to commit to / do / follow through with etc...it is the representation that motivates, not the reality, per se. How you think about it, imagine it, imagine the pleasure and relief vividly, or imagine the negative possible outcomes vividly...so that you 'know' if you should look forward to it eagerly, enthusiastically, or dread it with terror, loathing, and seek to avoid it.

We motivate ourselves with positives of having done X, or negative consequences if we fail to do X i.e put self in that position of having done it, and having not done it...and being rewarded / punished i.e positive / negative consequences, and thus we are 'push-pulled' to do some things.

MHR sometimes giving self NO choice works better than making it optional? Though people tend to respond better to offer of choice i.e illusion of free will.

Offer unconscious choice, so feels free, and if in case you are projecting sub-optimal solutions, better to let unconscious decide for self, probably knows best.

If process unpleasant, focus on feeling of having completed it e.g homework, yardwork, exercise...but try to chunk down into pleasurable parts i.e make process feel compelling i.e pleasant, pleasurable e.g 'feel the burn' is feedback that you are getting results, so motivating...

Avoidance can be employed ironically i.e remind them if they avoid tomorrow, will probably end up avoiding over and over, and each time suffering the entire process re: heros die once, cowards over and over. i.e that avoiding feels bad, and so you face future of feeling bad, or one time discipline and feeling good after i.e focus on the feeling after...rather than process e.g going to dentist, think of beautiful teeth after, and having 'put the experience behind you' for another 6 months etc

If use mix of negative and positive, do negative first, then focus on positive, as positives are the only real motivation...negatives for most people just lead to putting things off, avoidance...but if focus on negative, then offer positive, you get a double hit of motivation...in right direction i.e towards some state, which is how unconscious mind and 'universal principle of manifestation of resonant frequencies' works...literally or figuratively / metaphorically...in either way that is heuristically proven

Avoidance leads to 'you will have to feel bad over and over in future'...go through this entire avoidance process again and again...you have to relive the same experience, mentally, and thus for real, over and over...in your mind...meaning you will suffer fear, anguish, regret, worry, etc

Of course take care, allow unconscious to decide, like universe, if what you desire is ecological i.e removal fear of all dogs not clever, or make self trust every individual is likely to lead to bad outcomes...better to leave some fear, or even better, ability to chose situationally e.g fear of some dogs reasonable, suspicion of some people, especially those claiming to have your interests at heart e.g your own government is highly praiseworthy and legitimate / healthy...what want to do is to clear original learned behavior / belief ,and replace with more flexible choices, self control, self-determination, options, ...

Often the criteria must be considered holistically i.e all at same time, rather than in series i.e parallel, as their meaning / definition emerges from the whole...and positive desirable parts may add up to negative whole...so sequential analysis will yield bad outcomes.

Add options, so break out of 'either or' and 'devil and the deep blue sea' and 'rock and a hard place'.

Never compare own outcomes to some ideal perfect outcome of some, usually faked television / mass media person. Otherwise doom self to feel inadequate / failure.

Avoid overwhelming with too large steps / challenges...chunk down into easily achieved, and quickly achieved steps, to build history of success...good feeling of optimism...self-fulfilling prophecy etc

Become more comfortable with 'gaps' in understanding...key to learning language...kids do this naturally...don't get frustrated that don't get everything at once...allow gaps to exist, and feel confident of filling them later...allow self this room / freedom to 'not' understand it all at once, right now. Access as many representation systems when presenting information, and trying to 'grok' it...

Vividly recall a time you felt sure you understood something...'grokked it', fully. Anchor these representations. Project them ahead of current task / skill etc learning, and feel them...then look back on how you got here...what did you have to do? How did you get in state to study? Arranged room, light, quiet, comfort?

Can use other person as model, or one of own experiences i.e clients, or yours, to produce a useable model to then install. ELICITING: Finding out what strategy someone is already using. 2. **DESIGNING:** Streamlining what is there to make it more effective or designing a new strategy from scratch. 3. **INSTALLING:** Automating the new sequence so that it becomes part of the person's unconscious process.

Spelling Installation "I am going to give you a word. As soon as I do, look up here (hold hand in their visual remember), allow an image of the word to appear, and as soon as it does, look down here (hold hand in their K) to get a feeling of familiarity or not." • Use simple words initially. • Have them spell words in reverse. Write out the word and hold it up in visual remember. Have them look at it and then close their eyes and see it internally as a memory image. Have them visualize the word on something that they can remember easily like their favorite actors / characters chest / forehead, or on their favorite sports car's bonnet.

DEEP LOVE STRATEGY 1. How do you know you are loved by someone else? 2. Can you remember a time when you were totally loved? A specific time? 3. In order to know you are totally loved, is it necessary for you: a. To be taken places and bought things or to be looked at with that special look? b. OR that you hear that special tone of voice or those special words? c. OR is it

necessary that you are touched in a certain way or a certain place? MHR how do you define 'being loved' in concrete terms i.e get to specifics...often people don't want to admit it is so prosaic as 'a guy pays for sex with money, and being my slave'

VAKOG ... representation systems...Visual, Auditory, Kinesthetic (sensations / touch/ feelings) Olfactory (smells), Gustatory (taste). Can be remembered or constructed. Associated or dissociated. Tonal or digital?

Strategy is how to achieve desired outcome. E.g get from A to B. Get directions, look at map, work out route, identify / find / ask for easy to see / know landmarks as reference points... until feel confident you've 'got it', then begin trip, looking for the landmarks, ticking them off your mental list sequentially, and looking for next landmark...your progress will 'feel' right, if the landmarks appear in the remembered order, i.e history of success that process is working, person gave good directions etc, and you have followed i.e constant feedback of next landmark builds confidence ...Same applies to any emotion / feeling . Only these are usually unconscious i.e a pattern of stimulus-response sequences that trigger each other...or a gestalt node...trigger a generalisation that triggers the response that 'worked' originally e.g fight or flight...

Limiting beliefs are gestalts...triggered by some impression or thought...jump from A to Z immediately...over react...go to extremes...make unreasonable / irrational jumps...e.g 'I am unlovable' is triggered by some apparent rejection, which may simply have not been a powerful enough acceptance...like 'tripping' a mouse trap...

Another word for strategy is simply process. To identify / articulate / describe / formally note / analyse a process...how you got from feeling O.K to despairing, from neutral to despised, from A to B, from student to teacher, from poor to rich, fat to poor...how you decide what to do and what not to do...often unconscious and never observed by self dissociated i.e as observer...oh to see ourselves, as others see us...etc...Did you make a picture in your mind; did you have a certain set of words that you said to yourself? Did you think of somebody else's voice, or did you have a certain feeling or emotion?

Meaning of words put together in a sentence clearly determined, in most modern western European languages, by the syntax i.e word order. Apple the bit John can be ordered to say 'John bit the apple' or 'The apple bit John', to give very different meanings. So my 'phrasal syntax' method is optimal. Learning words on their own can lead to miscommunication. Learning chunks of language as phrases, as sentences, with intended meanings, prevents such mistakes. Speeds up the process of learning useful language chunks. Creates confidence in being able to communicate. History of success. Also words run into each other in the real world use of them, and to the non-native it takes time to identify individual

sounds and words in a phrase or sentence. Learning meaningful wholes speeds up your ability to put words together, pronouncing and enunciating them like natives. Just repeating words in the correct order often is unintelligible to passive listeners who are not actively TRYING to work out what you are TRYING to say. But if you learn a fluid whole, you will more likely repeat more sounds that trigger the gestalt nodes in your native listener's mind ...the gestalt of the phrase, the context, and some individual words...but the phrase is the communication, not the words...the phrasal syntax will trigger the gestalt node if it 'sounds enough like it', as a whole. The Gestalt node for a phrase is not dictionary of words. It is more likely organised as phrases. As groups of words that commonly go together / appear together...groups of sounds that occur together often...to model the language, need to break it down into meaningful chunks...to reproduce sounds, need to break down into meaningful groups of sounds, as they often flow into each other in use...like notes or lyrics of a song appear as phrases, or licks, chops, and riffs...better to learn an entire 'whole'...if stop and start, lose the 'feel' of a riff / chord progression...trying to learn just the notes individually is same as learning language by words and supposed 'rules' of grammar...we can only remember 5 to 9 individual things...so if chunk as a riff / progression/ phrase, increase our ability to remember, Vs independent words and notes...they appear as chunks...music is not notes, but their relationship to each other and silences...the meaning of words is their relationship to other things...and then to each other...i.e syntax gives precise meaning when words often have many meanings, and then there is metaphor and other figurative language...so learning words and 'rules' is like learning spelling phonetically...my old method is consistent with best NLP practice...n.b can show people where to put tongue, so have a visual cue, phonic cue i.e does it look / feel like it did when teacher said, yes, that's right...imagine teacher, then self, compare / look for differences and similarities to reproduce sound, and feeling of being 'right' ...as I say language 'feels' right in the end...no child learns grammatical rules most teachers use to teach English...EVER...most teachers never learn them...and no teacher LEARN'T their language from such rules, if native...they learned the rules AFTER and were told they were helpful...but to whom? When? How?

If current strategy e.g choosing boyfriends, choosing when to assert self, choosing what to eat and how much and when, choosing life goals, choosing when to say no, etc...proving a problem, can revisit it...model it...see if can 'tweak it', or install a more optimal one based on your own other models, someone else's, or one made up to suit the purpose...and then install it to displace and replace the old, less optimal one...

N.B internal refers to how you feel inside, Vs external, how a thing literally feels...so can have both i.e pat cat, feels soft and silky and warm externally, which produces warm relaxing calming sensations internally

Tonal supposed to mean literally 'sounds right' Vs digital, it meet certain criteria and 'makes sense'.???

What 'triggers' your habit (strategy isn't the term I'd use, though NLP do use it i.e assume it is a deliberate strategy employed by the unconscious to set in train series of behaviors intended to 'solve' some problem / achieve some aim, and this term 'validates' and 'approves of' / 'values' the intention if not the habit / response / behaviors'. Neurological representations. If a specific pattern occurs, then a specific behavior is generated. If the neurological pattern does not occur, then the behavior does not occur.

'Let's see how that sounds', 'Let's see how she feels about that', 'Let's see what they think'.

Propaganda works by eliciting motivations i.e to risk death killing other people's fathers, sons, daughter, and mothers, via constructed (fake) images, fake news, false flag attacks, CGI planes hijacked by imaginary Arab Muslims.

Find out why thinking of a certain situation makes your nervous, terrified, angry, happy, optimistic...what program do you run to get from image X, to feeling Y?

You can observe eye movements to model someone's process i.e they look in certain directions, indicating they are accessing different representation systems, and recalling or constructing, internally or externally. If you note these, you can pretty much say how they construct that set of behaviors / that process / that habit / that state e.g of being sad, happy, mad, in love, certain, confused, terrified...what they do is imagine something, either see it in their minds eye, or hear something in their head etc, that sets the ball rolling, and leads to the final state / emotion / feeling.

Use of NLP etc to transform beliefs / system / definitions / habits / model of world / more specific models e.g racism, sexism, religion ... to expand consciousness / open mind / offer multiple perspectives / options / models i.e offer more choices... trance / hypnotism offers 'alibi' ... bridge ... window of opportunity ... can 'blame it on the boogie / alcohol / truth-drug / drugs / moonlight / stress / just following orders / misunderstanding / situation i.e save face...all in good ways i.e generative / freeing ways i.e allow person to experiment with ideas / options normally 'taboo' and 'frightening' and 'unacceptable' or 'beneath their dignity', or 'above their station', or 'pagan' or 'violation of some code / ethic / religious dogma / categorical imperative / nominalized and fixed past decision or learning...can save face...have 'fallback' to fall back on if overwhelmed ... i.e if do something want to do, but feel 'shouldn't' or 'can't' ... but now can do it, and have 'excuse' to fall back on...can blame it on the trance / lie detector / interrogation drugs...in best possible sense of 'alibi' i.e empowers to overcome inhibitions / conditioning /

mind control / implants of religion-authority ... so now free to speak what really believe, do what really want to, try something, challenge things didn't really believe...to grow...to expand...to generate more choice / options ... to 'try and see', to 'experiment'...in this socially acceptable situation / condition ... like 'mardi gras' / 'carnival'...or pick up bar...or war...or orgy..... everything can nothing must...socially sanctioned / allowed ... 'what happens in vegas stays in vegas'... the 'closed sessions' of governments and religious orders...the 'special occasions' and situations people agree to 'overlook 'bad' behavior / contravention of established rules/norms/ expectations...lie allowing 'Bacchus' once a year at the harvest festival etc to run riot...what happens at carnival doesn't count'....what I say or do when drunk / intoxicated / under their spell / in love / in war / when desperate / for god and country / when under influence of truth drugs etc doesn't count as it normally would...lie detector operator has placebo effect...if can trick person into believing they have the power many believe they actually have i.e of being able to detect lies, then no-one would blame you for giving up the truth, as it was inevitable / unavoidable e.g interrogation of prisoners of war etc...in fact 'efficacy' of ANY lie detection method, no matter how simple or complex technologically, is that it tricks people into admitting guilt / volunteering information...and if society accepts efficacy as real, the operators can use it to 'prove' their own speculations, and have these speculations, no more than 'hunches' and prejudices, validated as 'scientific'...lets FBI reject most applicants e.g any that show signs of authentic desire to serve the public, to find the truth, to catch criminals, and most importantly, defend the constitution, protect the people, and maintain peace, justice, and freedom etc.

Build rapport. Then 'soften up' with gentle persuasion rather than direct, invasive / aggressive assaults / coercion to gain compliance with process. "You know as we sit here talking about your business, I'm really motivated to ask you some questions that will allow me to serve you better. So I hope you don't mind if I ask you..."

Once you have discovered how they get themselves to make decisions, to act decisively e.g how did you decide to X...you want to get them into that state again i.e trigger anchors set during eliciting of that decision strategy, at sub-modalities most efficacious i.e state in which they can easily decide / act decisively e.g if you are trying to 'close' a deal / sale / transaction...which could be sale of house, or sale of your NLP stratagem to help them ... i.e get them to vividly recall intensely positive decisive state, when felt confident their decision good, and committed to it, and thus could decide easily/quickly...anchor this, then trigger it in context you want them feeling good / decisive / confident / sure enough to 'sign the contract' or 'decide to be your client', or 'decide to stop drinking / smoking / raping/ murdering / stealing/ hating themselves / overeating/ etc etc i.e UTILIZE this understanding of what it takes to make them feel positive

/ easy / happy / optimistic / committed / decisive ... employ it in situations of own choosing...so can trigger entire gestalt node for 'yes I'm sure and definitely decided to do this, where do I sign / when can we start etc

N.B this is the sort of area where NLP suspicious / problematic / potential sinister uses...but point is to be aware of how others may employ these as 'tricks' to manipulate you...and to employ them yourself, deliberately, or allow a therapist to use them on you, to gain the result YOU want for YOU... a gun can defend a family, or murder it...it is a tool...but closing sales / overcoming inhibitions / objections is a key application...will be used by anyone trying to 'sell' you on any product, idea, ideology, religion, government policy i.e by lobbyists / advertisers / promoters / salespeople / marketers / public relations / public opinion constructors ...

Most people have some experiences of doing things they claim they can't...it is just a matter of drawing their awareness to these 'forgotten' acts...of re-framing other acts which in principle demonstrate the quality / action desired e.g 'I can't say no' ...tell to undress...they'll say no...so you prove they CAN say no...

People under supposed hypnotic trance always comply with their normal social inhibitions, on stage, unless they WANT to break the taboo...i.e person who does NOT want to undress in public, won't, no matter how deep the trance...most people WANT TO do this secretly, even if won't acknowledge to self or others...unconscious desires...which is why you CAN get people to behave more extreme, but only if THEY really want to...they are playing a role...it is a role with more open options / flexibility than their usual / socially demanded / imprinted / conditioned roles...but the person still has total control...though may not be conscious of it e.g MK ultra segmented personalities...probably only works with people who just need a little prodding / alibi, to kill people etc i.e can only program within limits person comes with...and most people capable / have destructive impulses that can be accessed, just waiting to be triggered by situations / conditions...while others could NEVER be brought to murder (consider how few people are vegan..they KNOW at some level they are murdering, torturing, imprisoning other sentient beings...it is just a question what they do with this knowledge, suppress and repress it or express it...and the social norms etc which condone/ allow / accept / actually actively encourage some violences and not others...e.g advertising of health benefits of animal flesh, milk, eggs...tobacco...alcohol...war...state terrorism...tyranny ... dictatorship...

We have idea that the NLP hypnotist can make something 'irresistible' so you will feel compelled to do it. Which is true in cases of phobias, taboos, submission to authority, following orders, superstitions religious or otherwise...Madison avenue specialize in this...even 'selling' us on state terrorism / war / tyranny / stomping on the constitution etc...

So now you have sensitivity training to stop being abused in these ways. Freedom from religion, government, propaganda, phobias, superstitions, marketing, con-people, being manipulated / tricked / deceived...lead to slaughter, lead into slavery...

Structuring appeals so they appeal to the neurology of the person...their representation systems...their beliefs, their assumptions, their ideals, their values, their ways of forming conclusions and making decisions...that is NLP...find out how they get from A to B, where B was some state / action / behavior / belief / motivation ... so that you can now replace B with anything you choose... NLP models the process, sans content...so it can be formally described, replicated, and employed to ensure that all the possible / personal means within a person for realising a particular state e.g happiness, or performing a particular action / behavior e.g showing kindness, decisively taking control of their own life and behaviors etc...can now be utilized / employed to their optimal ends...Right now the resources of each person are NOT being employed most efficaciously and to the most optimal of ends...the best outcomes for them, their families, their communities, their world. NLP, this book, my entire T books are about that...this book is specifically about empowering us to develop / utilize/ access / positively direct all our resources...our 'black boxes'...to produce the states, the world, that when we are sane, informed, enlightened, and empowered, we will seek to realise...a-la my Eden protocols...

Communicate in the ways that are most powerful for the person / people...using their usual representation systems...their most powerful strategies...find out how they get from A to B, and use the process to get them to C,D,...Z. The destination they choose. Most of us accept B as the only, natural, unavoidable, no-option destination...unless we see other people at D, or ourselves have imagined some F, or some writer has presented a vivid vision of Y...and then few of us understand that we don't have to be satisfied with B...we can all open up our destination options...we can get to Z, P, and L, and then keep choosing from all the unlimited possibilities...never getting 'stuck' in any place...always having the knowledge of how we got to B, and employing that to get anywhere else we think worth exploring / investigating/ trying and seeing / experimenting...just like evolution...THAT IS the process of evolution...

Whether 'the law of attraction' is a metaphor, or a literal reality, it is scientifically compelling...self-fulfilling prophecies are fact...most things that bring us value first existed in someone's mind, before being realised...even random patterns observed had to be projected into the mind, to find an application...though with 'genius' it appears automatic / intuitive...the unconscious just juxtaposes a pattern observed...a number of patterns which for other minds appear unrelated, and meaningful...onto others...to form new patterns e.g Hume's Pegasus. Meaning is this relation between things. The

recognition of patterns. Of associations and correlations. Often speculations prove wrong e.g homeopathic and sympathetic magic, but soon we accumulate a set of useful apparent patterns e.g 'cause effect' heuristics, theories that appear to play out in predictable, and reliable, and thus programmable, useful, applicable ways...the scientists is really the Zen practitioner...the Zen observer...the Humean skeptic...they allow reality, the patterns, to form impressions on their minds, rather than seeking to impose patterns on the world...e.g force their models/ their theories/ their dogma onto the world, to make the world submit to their assumptions, which is so true of religions, and economic theories, Marxism, racism, sexism, etc etc...

Communication means 'sharing' what is in your mind, what you feel, what is 'real' to you, with others, to achieve correspondence with other minds so that they see, hear, feel, smell, sense, what is in your mind...and it becomes as compelling for them as for you...as vivid...as real...so you have a shared reality...so that the 'reality' in your mind appears as real and full in theirs. Then you have communication. Hence 'Holy communion'. It is rare that people are communicating. Rare that they are even trying to 'share' the others. Most people are trying to express themselves, and not understand the other. There are so many traps and pitfalls, all explained in my T books.

Find out what the interlocutor needs to replicate what is in your mind...do they use pictures, sounds, details, overviews, criteria, longer term, shorter term etc to construct their reality? Don't assume how things become real for you is true for others. You may rely on 'gut instincts/feelings', others have explicit criteria. You have to learn what representation systems they are using, and then translate yours into theirs, then get them to do the same, to verify 'message received loud and clear' i.e feedback ...otherwise playing Chinese whispers...talking past each other...a source of many avoidable conflicts and misunderstandings, even divorces, unemployment, business break-ups, civil wars, wars etc etc...

Present information in the order and sequence that they process information, and in the sub-modalities (representations) they use...this corresponds to their usual strategy, and thus will be compelling / irresistible for them. you will be accessing their typical pattern / habit ... you will trigger all the muscle memory, and 'comfort zones' and 'confidence' and 'motivation' that exists in them, redirecting it to the goal / object you intend e.g close a sale, change a value, motivate change etc

The first time I said, "You will probably see in a moment that this makes sense to you, and you can feel good about learning it." No response. So, I pointed that out to her, and said "Well, I think that you will probably discover this makes sense to you as soon as you can see that it feels right." And she went, "Oh, yeah, now I understand."

We could say (assuming a visual construct / visual recall – auditory digital – kinesthetic strategy), “I’m wondering (hypnotic language pattern) how soon... “ (which is a temporal predicate) “I’m wondering how soon you will have the opportunity to look at our proposal and recall, seeing that it meets your criteria for feeling good about it tonight, won’t you (hypnotic language pattern)

The magic number seems to be three presuppositions in a single sentence, which immediately gets you beyond the conscious mind. This sentence had 6. D VC/VR K AD Given the above strategy, here’s the sentence: I’m wondering how soon [1] (assuming they haven’t even agreed to look at the proposal yet) you’ll have the opportunity to look at our proposal [2], and recall seeing that it meets your criteria [3], so you can feel good about it [4] tonight [5], won’t you [tag question–6].

Hypnotic Temporal Embedded Commands Inside Strategy Temporal Hypnotic

So, what we have is a hypnotic language pattern followed by a temporal predicate at the beginning, and at the end, that collapses all 3 of the embedded commands together into one highly irresistible sentence. You can construct them any way you want by putting temporal predicates at the beginning and the end and putting the embedded commands in the middle.

There’s also a command to feel good about the proposal tonight as opposed to some other night, which presupposes again that they’re going to look at it tonight, whereas we began by asking them how soon, we now have ended up by suggesting that it’s going to be tonight.

While you were in the process of eliciting someone’s strategies you may also have set some anchors. When we do training for retail salespeople, we suggest they use anchoring in addition to strategy elicitation, and embedded commands. When somebody walks in to talk to a salesman on the floor that we’re instructing how to sell, one of the things that we suggest is that the salesperson ask the client, “Have you ever purchased a computer (let’s say it’s a computer salesman), that really works well and you felt really good about?” And when the client or the prospective customer remembers that, they’re going to access that entire strategy of buying that computer, aren’t they? They’re going through and access that state. When the salesperson asked the customer if they’d ever had a computer that they felt good about and really worked well for them, they’ll have to go back and access a time if they did. If they did, it’s going to access a state of having a computer that worked well for them, which you can anchor. Then you say, “How did you know it was time to purchase the computer?”, which elicits the decision–making strategy.

We can get stuck in loops / cycles e.g collecting information / data / evaluating to criteria, and never deciding. So need to have exit strategy / implant one in

customer etc i.e potential buyer / decision maker. Elicit vividly represented desired end state. And compare potential decision with this. If it matches, you can decide. If not, need to find what 'missing' that usually present when you feel decisive i.e 'Yes, I'll buy this / do this etc now. Need steps from here to desired state / outcome. To overcome objections at each stage. Cybernetic feedback systems require momentum, like trying to balance a bicycle...much easier when moving forward. So need to keep moving, by using steps, and moving through them, overcoming each objection, with final destination vividly represented to motivate, and each sub-destination vividly represented...either moving towards desired outcome, or further from undesired outcome...better to have more choices than fewer ... but at least 3 steps, then as few above this as possible...

MHR law of attraction / resonance communicating – programming E-M soup, can be viewed literally or figuratively i.e metaphorically. And how it operates can be viewed variously. We resonate at particular resonant frequencies i.e thought waves, organs have their own...nervous system electro-chemical signals have their bandwidths ... pleasure and pain is produced when 'receptors' of signals process them, to produce these impressions / affects. Does DNA behave a little LaMarkian? i.e communicates with cells, and other organisms? Maybe direct to their minds / nervous systems e.g pheromones and love / desire . Is it merely interactive feedback loops, triggering of latencies. Is unconscious mind able to produce unlimited outcomes i.e super computer programmed by random experiences or deliberate conscious rational programs we give it...is mind one big mind or individuals? Are they networked on bandwidths we are unaware of vs our crude limited means of 'communication' e.g verbal, visual, body language etc. Do brains, bodies, anything exist? Or just impression i.e thoughts / ideas .. no necessary 'pain' or 'pleasure' but what the mind constructs...and electro-chemical signal indicating 'excess heat', or 'skin integrity broken', or 'tooth broken / rotting' has no intrinsic meaning...but receptors for these situations / conditions exist in brain...and when triggered we 'feel' pain and pleasure...and any chemical compound that mimics it / has similar enough structure, will trigger the 'pain' or 'pleasure', even though the 'intended' trigger is not present...i.e chillies and fire, amphetamines and euphoria, cocaine and pleasure...while others similar to 'pain killers' body naturally produces e.g endorphins...in presence of overload of 'pain' that threatens survival...or excitement, success, sex, food...so final 'feeling' or 'emotion' produced in brain...or in mind, if brain just another trick to distract us, make this 'virtual' reality appear 'real' i.e solid and 'objective' i.e external to us...not us...no need to go 'mystical' at all...let along

bring the dogstar into it (ma of dog, dog ma, dog star, visitors from dog star a.k.a 'gods'). So many ways to explain why logical that 'law of attraction' and positive visualization works. Manmade products are all clearly first imagined products, so the manmade world is clearly a manifestation of someone's thoughts / imagination / vivid imagination / resonation of their brain waves that certain patterns of frequencies that equate to the visualization of the proto-products which now fill our manmade world...even clearing a forest to produce farmland, building a home, canalization and redirection of water for irrigation, then idea of clothes and plants and ... on and on...clearly our world IS a product of our minds...of someones visualization...and the things we seek e.g power, wealth, to dominate, to enslave, to exploit inherited inequality and amplify it i.e get more wealth, power, influence, sex, pleasure, relief, even at the expense of others i.e ideally we don't want to pay for it ourselves with our own risk, effort, sacrifice , blood and sweat, if we can compel / trick others into investing all this, and handing over their produces and services at no cost to ourselves, whether other humans or other sentient beings i.e other animals...clearly every time we choose this behavior, we are producing a world defined by such behaviors...and likely to be the victim of another's similar impulses...sooner or later, in this life or next lives...so clearly what we intend, what we imagine, becomes our reality. Only in ways we didn't desire / anticipate i.e imagined ourselves as slave owner, not slave. As beneficiary and not burden bearer...as the receiver of pleasure, relief, and other benefits, rather than the supplier...to get the positive externalities of such a system, and avoid all the negative ones, which we can transfer, impose upon, force upon, others, whether those others are chickens, other humans, our employees, our servants, our subordinates, either local or overseas etc...I go into details in my T books.

This book done. Guy has Ph.D? years of experience?

[The government by a group of merchants is the worst government possible i.e Adam Smith speaking of Danish colonies...so apt for todays Banksters and corporations which rule defacto as world government]

Through time people represent every part of their time line in front of them, usually from Left to Right, and view past etc dissociated, as if an objective bystander, and thus see themselves in their memories, which of course means they are constructed memories.

In time people (Zen) people more 'here and now', represent some part of their time line within themselves. So if it runs left to right, the present point is just behind their eyes, or inside their body, the past to their left or right, and their

future to the opposite side. If they represent time from back to front, the past will be behind them, and the timeline will run through them, with the future in front of them. Introduction / Prelude. They tend to recall their past experiences associated, i.e. through their own eyes. They are often more able to recall specific experiences, as compared to 'through time' people's memories which are a collage or abstract reconstruction of the content / meaning of several memories of a similar nature, like a compressed or collapsed time-line..

Some writers claim a Southern, Arabic, Islamic, South American, Mexican correlation with 'in time', and a northern European, North American correlation with 'through time'. However the correlation is probably more to do with industrialization levels rather than any other cultural or genetic predisposition, with the means of production, and the interests of the owners of these means, the capitalist, determining everything else in society, including the value placed on 'punctuality' and even 'just in time inventory', schedules, routines, factory and production timetables, and financial time keeping.

MHR our first 'representation' of pleasure / pain / fear is the strongest...it is an automatic genetic program that produces a model, as fast as possible, of our environment...determining what we are drawn to e.g. food and sex, and avoid e.g. threats to our life etc...no to or for...it just occurred...at least once, and was reproduced in the carrier, as it increased its chances of survival...no design, or intent...just a random program / instinct / reaction / response ... so what we are 'told' or 'learn' as infants, usually 'imprints' these 'beliefs' in us, including phobias, likes, dislikes, religious and political ideologies, racism, sexism, tastes, and fetishes...like chicken imprinted on tennis ball...if first orgasm was associated with e.g. a particular material, or shoes, later can become a sexual trigger i.e. fetish...

Trance is an altered state? Really just a natural state. That of attending to something. A thought in your head. Or a sunset. Being engaged, focused, so narrowly on that thought or view / sound / smell / memory etc that all other impressions / thoughts are excluded. We get into habits of attending to, and thus reproducing, and making more vivid and real, certain ideas. We can break that habit cycle, and stop reproducing counter-productive ideas / mental images e.g. phobias...and having option of displacing / replacing limiting beliefs etc with generative ones e.g. we can be terrified of a certain situation, or choose to become more alert, aware, reasonably cautious i.e. to learn the lesson of a past experience rather than let it limit our future actions e.g. all phobias learned instantly, so can be un-learned instantly ... more aptly you can free yourself to take what you learnt e.g. some dogs bite, don't just jump up to any dog and grab it...Vs irrational fear of all dogs, from golden retrievers to stuffed toys...Bandler realises don't need to put someone into an artificial altered state e.g. hypnotise.../trance...need to work out what trance they habitually put themselves into...e.g.

how they create the terror...every time see / think of dogs...and then offer alternative responses / actions i.e how they can get themselves into a different trance state i.e what to focus on ... what to attend to...what to make vivid...what to dwell on...what to THINK about...to attain different states of consciousness...different trances...life is all a bunch of stories...what story do you want YOUR life to be...all reality is 'will and representation' as Schopenhauer put it. It is 'illusion' as Buddha put it. It is an 'experience engine' as I put it. It is all metaphor. You take the electromagnetic soup that makes up 'objective reality' and 'represent' it internally as sounds, images, smells, feelings. Our unconscious mind does most of our 'work' e.g breathing, muscle memory of skills learned e.g walking, sports, music ... and also our 'representation'...it is great survival value to 'learn from experience' that some dogs bite...it can be totally incapacitating to learn to fear ALL dogs in EVERY situation. That is the point of a phobia. A lesson learned that was so powerful e.g life and death...that it 'stuck'....and was reproduced without any alteration...from moment to moment...a sort of trance state / habit was formed...a survival knee-jerk reaction. But it can be too limiting a 'belief'. It might save you from repeating the dangerous/ life threatening situation, but also limit your joy, freedom...some minds will fixate...some will learn to interrogate the experience / impulse of fear, and consider whether ALL dogs are the same...pose the same threat...all similar situations are the same, pose the same threat...it is about precision in thinking...and language...same applies to ALL of daily life...most of what we do is habitual, unconscious...we live in a trance...with limiting beliefs...that are the true prison and chains that prevent us enjoying complete, rewarding, satisfying lives...and people like this often seek to impose their own limiting beliefs, out of fear, onto others...they need to CONTROL others, out of fear...they need to condition others / limit others / make others conform to their own fears...'collective guilt' is one terrible outcome i.e the compulsion to make everyone comply with your own learned, limiting belief / superstition / phobia ... because the individual with the irrational / extreme / learned fear / phobia/ superstition believes that they themselves will suffer unless EVERYONE ELSE also complies with their own phobic / conditioned compulsion ... e.g compulsive hand washer imposes extreme 'hygiene' on everyone else...superstitious person forces all others to participate in THEIR ritualistic neurotic actions e.g rituals, practices , beliefs...

So NLP is about recognizing the individual and social trance we are all in right now. The trance might be a phobia, a 'religion', a belief e.g racism, racial supremacy, chosen people, gods, sin, evil, ideology etc...and removing its monopoly power over the individual and society e.g extending the limits to include many more options to choose from e.g of how to respond to seeing a dog, or how to organise the problem of production and distribution of goods and services a.k.a economics, or sexual experience, ... to remove the limiting

beliefs...the phobias, the indoctrinations, the religious dogmas, the sexual expressions... so that we can be more 'reasonable' and 'rational'.

When we as individuals and societies escape the current limiting beliefs, the trance states we are in, as individuals, we are then free to 'let others be' ... free to allow others to be free to express THEMSELVES how they chose, from the wide range of possibilities...we can then enjoy voluntary associations...and move between different models e.g within a federated universal system, we can allow and experience different models e.g capitalism, communism, different religious rituals and beliefs...without fear...without need to FORCE or compel others to AGREE to the same ... this is the true potential for freedom...no-one feeling a compulsion to control what others feel, believe, and do...unless there are REAL positive externalities e.g you can take any drug you like at home, as long as you are not responsible for anyone else at home...Vs driving a car in public, caring for children etc...so we can become more flexible to solutions to problems...not fixated in some trance and motivated by irrational fear...which at heart was RATIONAL e.g a dog DID bite you, a car DID blindside you, people DID hurt you...but was never 'adjusted' to daily life e.g MOST dogs won't bite you, but it is good to be judicious...MOST times you drive you won't be blindsided...at the same time you should learn something e.g defensive driving, don't just rush at a strange dog eg....So NLP is about ZEN is about Skepticism (always keeping an open mind and leaving all answers open i.e never assume you KNOW anything...never globalize from examples e.g one dog = all dogs...statistics is not fact, just history...about being here now, and looking at all situations as unique...while learning lessons of caution from past, not allowing history to entrance you...to limit you from what is here and now...i.e this dog, this road, this car, these people...right here now...never needing to fixate...to fix...to idolize anything as TRUTH, fact, the only way, the right way for all people at all times...to stop being automaton...to go off auto-pilot...to stop being unconscious...to stop reproducing history...to escape history...to learn from it, but not to be limited by it...

NLP is about being conscious of alternatives...being conscious per se...escaping current trance states...they don't need to be induced...just recognised...and opened up for interrogation...to be replaced / displaced ...simply by offering alternatives...choices...so in future you can chose to be very alert in traffic, or when around dogs, of potential risks, while being free to enjoy driving, or playing with dogs... or eating chocolate, or having a few drinks, or loving someone, or enjoying your unique sexuality, and then being able to choose for yourself...consciously...the most generative, optimal, rewarding, productive ways of being and seeing that are right for you, now. And not feeling any compulsive need to impose them on others, to force others to think and feel and act like you...letting THEM have the same choices, freedoms you are enjoying...

If one thing is clear, it is that the people who have the most limiting personal beliefs e.g dogmas e.g Homosexual Jew Paul, tend to seek to impose the most violent restrictions / prisons / mental rules / laws on others e.g homosexuality defined as sin by Paul, because HE did not feel free to express his OWN homosexuality...people with benefits of monogamy envy those free to screw around, and will re-define their own envy as 'morality'...etc...poorest people tend to support Marxists not out of ideological considerations, but out of class envy etc...envy of anyone 'better'...luckier...etc etc

ASSUMPTIONS are a form of trance...they ARE trance states...preconceptions...pre-judices...rather than judging each instance in the here and now for what it IS, we allow pre-determined assumptions / definitions / dogma / beliefs to limit what we are capable of perceiving / representing, and the way we perceive and represent our current actual here and now experience...like letting some old book tell us what reality is, or the mass media, or some teacher or guru or leader...all belief systems / noetic structures other than pure Humean Skepticism (use this term to avoid current use of 'skeptic') represent trance states...we are currently in, without realising...we feel these are objective reality...fail to consider alternative options...force others to submit to our beliefs i.e enter our own trance states...participate in our own stories / narratives / metaphors...dogma...belief... we cannot escape as long as we fix assumptions / beliefs as dogmatic 'reality'... we do ourselves and others great violence when we impose these limited and limiting beliefs on ourselves and others...even if we think our lies are 'noble', or assume our leaders have 'good intentions'...it is like a phobia...a severely limiting, and damaging belief...prevents us enjoying a world of joy with dogs, people, situations, opportunities...which is exactly what dictators, often unaware of their own trance states, or deliberately employing trance states a.k.a state religions / belief systems...when they impose and enforce limited ideas of TROONATNOOR upon the mass populations...to control them...keep them in a particular trance state...basically habitually, compulsively, reproducing a limited pattern of definitions, interactions, behaviors...from compulsive smoking and drinking, to fighting wars (propaganda produces a limited attitude / definition of 'the enemy')...to religion, to marriage, to family, to work... to the most fundamental questions of what am I, what is life, what is good, what is evil ...

So NLP, seen holistically, is a tool for freeing all sentient beings from limiting, impossible to prove / justify / validate beliefs...to bring them to be Zen practitioners...free from prejudice, preconception, assumptions...whilst being able to learn from experience, To treat pain as feedback that something is wrong...and to learn to be responsible and appropriately aware of potential threats e.g defensive driving, respect for potential dangers...without becoming

victims of phobias of all kinds e.g homophobia, fear of others success, fear of rejection / abandonment ...

You may immediately see the benefit of eliminating a phobia of dogs, but what about a phobia of 'gods' and 'priests' and 'hell' ? Please read my TROONATNOOR books so you can see WHY you need to apply NLP to ALL areas of your belief systems...your daily lives... you need to be able to extend lessons and analogies and metaphors to all areas of your lives...you think you are free? ... you don't fear dogs? But you fear GODS? ...you fear made up stories? You will kill 'enemies' because someone told you they were your enemy? You think you can't be conned by con-men, that you are no gullible fool...when every day you are living a lie, in the biggest con of all time...you think you KNOW the truth. You aren't stupid. You aren't ignorant. When in reality you are in the same sort of trance as the 'entertaining' people up on stage who are participating in what we call 'hypnotism', and are positively and negatively hallucinating all sorts of things. Exactly in the same way YOU are doing right now. And for anyone 'outside the loop' like me, your behavior is just as absurd. And if it wasn't so dangerous to you and myself, and every sentient being, it would be great entertainment. To poke fun at. To laugh at. But the consequences of YOUR trance are horrific. Not merely ludicrously amusing.

Please, try to understand what I mean when I beg you to 'wake up'.

Add 'Expectations theory' and various motivational theories to intro i.e what this book is all about...to show context of NLP i.e it is extension of all previous work...

NLP is another 'convergence' I have found since writing my TROONATNOOR vol. I. A convergence between conclusions I came to through the interrogation of my own experience, and those that other 'great thinkers' have dared write down in their own books. Usually before me. I stumbled across their ideas as I pursued my quest to interrogate TROONATNOOR, and my own 'compelling arguments'.

I came to NLP last. Even though, like many people, I'd stumbled across a few vague and intriguing references to things like 'accessing cues' and 'mirroring and leading', in writers who preceded, or 'borrowed' from Richard Bandler and his colleague.

As usual, it is the insights gained elsewhere, from a very wide and sometimes deep range of sources, which allow me to ‘grok’ the insights made by others in NLP. To be able to express the ideas in a way that adds value, and makes them more accessible to the widest audience possible. As the ‘interpreter’ of the original prophet, where the insights came to me from another prophet, rather than as the fruits of my own interrogations.

Probably Bandler, like Carlos Castaneda, never read any Zen or David Hume, for example.

The aim of this guide is to make the potential contributions of sensationally gifted people like Richard Bandler, Carlos Castaneda, and all the people who inspired and informed *their* work, as accessible and easy to comprehend and put into practice, as possible.

There may be giants. Or there may be just a lot of dwarfs standing on each other’s shoulders. Probably a combination of both. I think you need to be some combination of both to produce the sorts of works I do. To be able to understand, to ‘grok’ the giants, but still be close enough to the ‘dwarfs’ to be able to communicate with them. To avoid the typical ‘giant’s’ problem. Their problem is that they find too many things ‘intuitive’. They cannot model their own process, and thus be able to communicate it, and share it. To allow the ‘dwarfs’ to be able to comprehend, apply, and thus replicate that process, and its outcomes.

Richard Bandler is, like me, a combination ‘giant-dwarf’. But not a philosopher. Not a sociologist. Not a prophet. That said, his contributions are enormous. And someone like me can take the tools he has made available, and apply them to producing a world defined more by justice, truth, beauty, freedom, and satisfaction, and experience engines worth reproducing.

My ambitious TROONATNOOR project has provided me with insights similar to NLP from a broad and deep range of materials and experiences, including many that Bandler and his colleagues were apparently never exposed to. In this context I can add value to their work. This is what ‘meta-research’ is all about. This is what TROONATNOOR is all about. Making the insights, often gained at great personal expense, suffering, sacrifice, and risk, of the most insightful, talented, and ambitious people, available to as many people as possible.

As Bandler is first to point out, most people ‘hallucinate’ when they imagine they are ‘communicating’. I defined true communication in TROONATNOOR vol. I. Few people achieve it. The danger is assuming YOU have achieved it. That the communication you present, the encoding of your personal representation of it, is decoded, and thus ‘shared’, in your interlocutor’s representation system.

Another way of saying this is that you have a vivid picture in your mind you want to describe, and you think you are doing this. The problem is that you assume that the denotations and connotations particular words have for you, their literal meaning, and the 'loaded' sets of associations implicit in them for YOU, are shared. The same goes for non-verbal communication. You may think your body language is 'congruent', or may not be at all aware that your body language is NOT congruent, such as when you put on a fake smile that everyone sees through, while your tone of voice is angry and frustrated. In written communications, such as emails, and SMS's, and in instruction manuals and 'how to' guides, the problem is much greater, as all the person has to go on is what you actually write. Quite often people 'come off as' sarcastic when they are genuine. So I always add a 'smiley face' to avoid this.

Representation system is another word for 'noetic structure'. Schopenhauer and Hume offered me many insights, as did Zen, Carlos Castaneda, Freud, and the list goes on. My insights come from a range more diverse than any other writer. And as an authentic 'prophetic' personality, with the highest ethical ambitions, who has made a commitment to spending their lives interrogating reality, in searching for truth, rather than to prove or justify anything, I have insights few other people attain, or have the emotional courage to actually face, validate, and integrate into their 'ways of being and seeing'.

My fear in 'empowering' people is that unless they are aware of, and capable of integrating TROONATNOOR into their ways of being and seeing, they will simply become more able to pursue objectives which resulted from their earlier erroneous conditioning. If you don't / won't / can't follow the pathway I outlined in TROONATNOOR vol I, and my other works, to challenge your most basic assumptions, then challenge the assumptions that make up these, in an infinite regression until you really DO 'grok' that you do NOT know anything, and then continue your journey on the ZEN / Humean Skeptical path, driven by the assumption that the 'Optimal Ethics Generator' is real, adopting a 'veil of ignorance', so that you actively seek the good of all sentient beings...if you fail to do all the things I have done, and fail to model your behavior on mine, as it is represented in TROONATNOOR vol I, then I will simply have made you a more capable / effective / efficient / competent, self-destructive, other-destructive, cruel monster.

After researching all the supposed 'lie detection' methods ever used, it appears that accessing cues offer much more reliable feedback to interrogators than any so-called 'lie detector'. Lie detectors operate as 'props' to produce particular 'placebo effects', just as having a caring female, dressed in the typical fashion of a Doctor, with her diplomas and degrees decorating the wall of her office, and presenting full confidence in the 'efficacy' of whatever 'intervention' she is offering, such as pharmacological or surgical, will produce similar 'placebo

effects' in 30 to 50% of her 'clients', despite the fact that her interventions are pharmacologically or surgically inactive. Pure 'placebos'. Sugar pills. Scars made to suggest surgery. In the case of 'polygraph operators', it is the belief in their own power to 'read minds' and 'determine truth from lie', that produces the placebo effect. The tubes and wires, the complex machinery, the readouts, and the confidence the 'operator' radiates, are hoped to induce fear in the client, that it will be impossible to lie, and thus motivate them to volunteer the truth, and admit the lie. THAT is the only way polygraph operators can gain 'confessions' and 'admissions'. When the 'victim' decides that the operator, with their technology, has 'seen through' their lies, and admits they are lying. Like any placebo effect, its effectiveness depends on the individuals involved. How convincing the polygraph operator is in their own lie, of being able to 'read minds'. Remember that many polygraph operators, like many judges, and jurors, imagine they can read minds, and know who is lying, and when. They deceive themselves, and hallucinate these 'mind reading' powers. The technology is merely a way to 'justify' their own hallucinations. Many priests and Shamans believe they have 'super powers' also, given to them by 'god'. Their self-belief often convinces their 'victims' also. In this case we have the placebo effect. The victim simply resigns themselves to the fact that their 'interrogator' has such super powers, either granted by the 'gods', by advance education and training, or through the intercession of high tech machines and drugs. The efficacy of any placebo depends on many factors, such as the person's hormone levels, suggestibility, state of mind, and especially the rapport / trust developed with the 'administrator' of the placebo. For therapeutic uses, caring females produce more placebo effects, *ceteris paribus*, than males. But for interrogative purposes, authoritative, threatening males produce more fear, and submission, from 'victims'.

[Note that, like the 'Atom Bomb' lie allowed the Japanese to overcome their inhibitions regarding surrender in 1945, the 'excuse' offered by the interaction i.e. that the interrogator has drugs, training, and technology that is going to discover the truth sooner or later, may allow 'victims' to overcome their normal inhibitions e.g. shame at 'letting down' their mates, patriotism, 'loss of face', cowardice in the face of threats, self-respect, etc, and volunteer information. The fire bombing victims were real, but like in Germany, the Allied war crimes never broke the fighting spirit of the Germans or Japanese, especially in military circles. But presenting a fire bomb attack as the result of some new technology, some 'miracle weapon' that they had no defence against, allowed the Japanese military leaders to 'save face', and surrender. The real reason was the opportunistic declaration of war by Russia, to acquire Japanese territory. If you doubt that WWII was about destroying Germany, consider the supposed 'reasons' why Britain and the U.S declared war on Germany in both wars. In WWI it was the movement of troops through a neutral nation (Belgium). In WWII Britain did the same thing with Greece, and the U.S did nothing. If the

reason for Britain fighting Germany was Germany's invasion of Poland, then why didn't Britain declare war on Russia, for the same reason, when Russia, at the same time as Germany, occupied half of Poland, and then later, when it 'liberated' and occupied Poland at the end of WWII? If it was a war crime for Germany to sink the Lusitania (now proven to have been a false flag), then why did the U.S allow the British to maintain an illegal naval blockade of Germany during WWI? A blockade that was a criminal act under international law, and the 'law of the seas'.]

The reason that the U.S government uses 'lie detectors' is to give them excuses as to why they reject the best, most patriotic, honest, constitutional loving, liberty loving candidates. They simply have their polygraph operators 'fail' them, or define their test results as 'inconclusive'. All you need to do to 'fail' a polygraph test is to be tricked into admitting, at ANY point in the test, to ANY question, that 'maybe' my first answer was not correct. 'Maybe' what I answered to one question in the pre-test questionnaire was wrong. Maybe, instead of having smoked marijuana twice in my life, it might have been between 3 and 5 times. THAT is enough to 'justify' a 'failed' or 'inconclusive' result. And have you blacklisted from ANY government job, or ANY job with any CONTRACTOR to the government. I am writing an essay on 'lie detection' to explain these facts in detail, and to help you avoid being the next 'victim' of 'lie detection'. The polygraph operators collect 'admissions' like scalps. Like notches on their rifle barrels. Like trophies. Their 'success' as polygraph operators is measured by the number of 'failed' or 'inconclusive' test results they can fabricate. Sure many believe they have special powers, talents, and skills for 'lie detection'. Just like most people believe what they want to believe. Their more successful colleagues 'MUST HAVE' slept with the boss. The person you are in competition with for anything you value is OBVIOUSLY cheating, lying, and unworthy of their good fortune or success, and therefore YOU have a right to deceive, cheat, and even harm or even kill them to take what is rightfully YOURS. We all are our own propagandists!

'Alpha' states

Different brain wave activity is associated with different mental states. The 'Alpha' wavelength is very low frequency. It is associated with deep meditation, creativity, trance, and similar 'altered' states of deep relaxation, calm alertness, and narrow focus / attention. Many people experience these states just before going to sleep. And many famous inventors such as Thomas Edison reputedly kept day beds in their work rooms, deliberately taking naps during the work day, to take advantage of these mental states. States during which their best ideas came to them. During which 'solutions' to 'problems' suddenly 'dawned' on them.

Franz Schubert the classical composer used the Buddhist idea of 'remembering' melodies, rather than trying to 'compose' them. To act 'as if' he was simply noting down a melody he already knew, and remembering it, rather than doing something as mysterious and demanding as 'inventing' something new. Remember in Zen time, all time exists in the now, like on a computer hard disc. So everything that can happen already has, and you can see into the 'future' simply by 'remembering' it. Like moving the laser reader on your computer hard disc to a new location in the 'now' of the hard disc, and 'reading' it.

Alpha states can become 'muscle memory', like any other state from a phobic reaction of terror, to a feeling of love or sexual arousal, to be 'triggered' by any stimuli of your choosing. Some people refer to these as 'anchors'. So that at any time in the future that you want to access that creative, calm, alert, joyful state, all you need is vividly imagine that 'trigger' / 'anchor'. In order to avoid 'crashing' suddenly into a very different state from the current one you are enduring, you can program a gradual change from your current undesirable state, into the desired 'Alpha' state. Such as imagining a count-down from ten to one, or a color scheme gradation from an energetic color to a more calm color. You can vividly recreate a particular situation from memory, either one that you had, or one you have constructed, and 'recall' 'as if' it were real. Remembering that the mind makes no distinction between something vividly imagined, and something actually experienced. The 'experience' is the same for the mind.

Doctors in the past often gave their patients something simply to 'placate' (from the Latin 'placere' meaning 'to please'), because like people today, they expected to be given something, even though the doctor did not expect it would really help. They simply obliged the patient, to 'please' them. This is the source of the term 'placebo', which means 'I will please'. However the term gained its current meaning after the U.S Army carried out research into the effectiveness of new antihistamine drugs which had the potential to greatly improve the training and combat readiness and effectiveness of soldiers. Dr Hoagland carried out double blind studies in which one group were given the new drugs, another a pill containing lactose (milk sugar), and another group were given nothing at all. Ultimately the group given the new drugs, and the group given the sugar pills, both showed a 35% success rate at preventing cold and flu symptoms. He concluded that the effects were all psychological. What we today call 'placebo' effects.

It has been proven over and over that it is the way in which a placebo or drug is administered that has the power. If the person appears to be a doctor, appears confident the drug will work, and says so, the placebo or drug will be more effective, statistically, than if the drug is handed out by someone of less medical authority, in an indifferent way, or worse, with comments either verbal or non-verbal, indicating a lack of confidence, or worse, even doubt as to the likely

benefits / efficacy of the drug. So the authority and attitude make the difference. It is a question of 'faith'. In 'believing'. In having that faith / belief transferred to the patient. To 'infect' the patient with the expectation of relief / cure. Placebos have been shown in controlled studies to increase physical endurance much more than actual amphetamines. The same applies to success with surgical procedures. The expressed expectations of the doctor, belief of the doctor, and in the doctor, can make all the difference. Even with 'faked' operations that never took place. Some people have even been reported who even developed fake 'scars' from operations that never took place, but which they 'believed' had taken place.

This reveals the power of suggestion, authority, belief, and faith.

Many animals 'lower' in the evolutionary chain can regenerate limbs and organs. Our own organism is an extension of these older organisms. Our brains have developed new structures, piggy backing on these older structures. Our more recently acquired critical reasoning and language brain centers still 'piggy back' on the earlier 'lizard' brains. It is quite possible that these 'lizard' brains have powers that our usual conscious mental activity limits. Such as the ability to heal, repair, regenerate, and rejuvenate tissues damaged by disease or accident, and to resist and recuperate from all sorts of illnesses and diseases from viruses to cancer. It is a question of 'getting out of the way' and no longer limiting these abilities with limiting beliefs we have been taught, conditioned, imprinted with.

The effectiveness of both 'placebo' and 'real' pharmaceutical and surgical interventions can thus be improved, or sabotaged, by negative attitudes and negative expectations, and limiting beliefs. In fact most of the supposed benefits of expensive treatments are placebo effects which we could have for 'free', if dispensed by someone we trust, believe in, etc. Whether because we believe in 'the power of prayer', or of their 'healing powers', their 'miraculous god-given powers', etc, or in the authority of their degrees, diplomas, reputation, and fancy office. Even the lab coat ubiquitous in any television commercial can do the trick. Anything that 'lets you believe' in the relief / cure, and the person administering it.

The conscious mind is conditioned. Trained. Brainwashed. Limited. The more primal 'lizard brain' doesn't suffer from any taboos about sex. It does not suffer 'guilt', or 'oedipal complexes'. It is never neurotic. It is always healthy. We need to access this more primal part of our brains to regain our health and vitality.

Remote reading is entering into the mind of another person, even one you've never met, and describing their 'symptoms'.

Christian Science based on the belief that we are naturally healthy, have a right to be happy and healthy, and that any illness / unhappiness is a result of some mistake in our thinking. That it is our limiting beliefs that produce the symptoms.

All we need do is think positively and allow our body to heal itself, and maintain itself in optimal health / condition. MHR religion has always insisted we are guilty, and deserve punishment, and thus to be sick and suffer !!!

You can 'suggest' to someone that they are a great artist, and suddenly they can draw and paint?

In altered states / trance people able to do things can normally not do, e.g lift very heavy objects.

Trance states induced by narrow attention to anything e.g clock ticking, dividing lines on highway, monotonous voice, listening to beat of drum, dancing to insistent steady beat, twirling like a dervish...

Plato talked of using a special voice, that feels to listener as if it is their own internal voice / replaces their internal voice...deep, resonant, calm.

Sophrology is the study of methods designed to induce a serene/calm/creative/ calmly alert / meditative state of mind, such as those experienced by the most creative people / geniuses / monks / etc

Franz Anton Mesmer in 1800s German argued for a kind of energy, which he called animal magnetism, originating in space, which penetrates the body and has an impact on our health. The theory resembles that of the oriental concept of vital energy, called Qi by the Chinese and prana by the Hindus. However studies showed that the convulsions experienced by participants in his group therapy sessions were produced by suggestion, aided by his 'props' of purple robes and iron rods i.e placebo effects. The **Marquis de Puységur**, in 1784, a student of Mesmer, is accredited with the first official induction of a sleep like state known as 'hypnosis'. It was de Puységur who first used the term 'clairvoyance', to describe how one client, in this state, could touch another, and somehow 'know' their medical conditions / symptoms as if experiencing being the other.

300 B.C.E Druids combined hypnosis and music to induce a state which they called the 'magic sleep.'

In 1813, Abbot Faria employed an approach which became a precursor to modern techniques of suggestion, and he is credited with coining the phrase 'now you feel sleepy... very sleepy.'

Bertrand discovered that staring at an inanimate object could induce a state of somnolence, but it was James Braid, a surgeon from Manchester England, who is credited with discovering the technique we now refer to as hypnosis in 1840.

Braid theorized that it was visual fatigue, resulting from prolonged concentration on a single object, that induced the state of sleep, which is why he called the process hypnosis, after the Greek 'Hypnos,' the name of a sleep-inducing demon. He published his findings in 1843

In 1859 Dr. A. Liébault, living near the town of Nancy in France, received a letter from a colleague which described how a certain Dr. Broca had been able to perform an operation on a patient under hypnosis. Dr. Liébault, who had expressed a previous interest in hypnotism, decided to pick up where Dr. Braid had left off. His method, which gradually evolved into the type of verbal suggestion used today, produced immediate results. He would tell patients to concentrate on an object, and at the same time describe symptoms of somnolence - heavy eyelids, relaxed limbs, dulling of the senses, etc. On one occasion he cured the patient of a colleague, who happened to be a highly respected member of the medical community. The evidence was plain for all to see - hypnosis did, indeed, exist, and could be used to cure people. Liébault became a celebrity in the medical world.

Liébault developed his method of hypnotic suggestion and its application as a way to cure disease, notably by introducing mental images of healing. Bernheim, who felt that results were due solely to the power of these suggestions, did not consider it important to put patients into a deep hypnotic trance - they could be induced to enter a state of mild reverie, or even remain fully awake.

Many claims that under hypnosis a person becomes clairvoyant, and can see, hear, taste, smell what inducer does, and inducer can communicate telepathically with them.

Hypnosis became less important with the advent of pharmaceutical anesthesia. Up until that point many famous cases of the use of hypnosis in this context were reported.

By the 20th century hypnotism was relegated mostly to entertainment performances.

Sigmund Freud preferred working with patients in a waking state rather than in a hypnotic state as he attempted to treat mental illness. Emile Coué, carrying on the tradition of the Nancy School, also rejected hypnosis, using the power of suggestion on conscious subjects to try and cure physical health problems.

Psycho-kinesis (mental displacement of objects) and telepathy (mental communication)

In Germany in the 1950's, **J.A. Schultz** developed a relaxation method that used verbal suggestions to describe the physical effects of hypnosis (I am calm... my

arms and legs feel heavy... my right arm feels very warm... etc.). In 1960, a student of Schultz, Alfredo Caycedo, developed a therapeutic method which he called sophrology, using the equivalent of a mild hypnotic trance to treat patients suffering from a variety of disorders.

Sophrology deals with all related phenomena - relaxation, yoga, Zen meditation - in fact, all techniques that aim to induce changes in our ordinary state of consciousness, not just hypnosis.

In the Charmides Dialog Plato tells Charmides, one of his disciples, how to cure the mind and body, beginning with the *terpnos logos*, a kind of gentle monotone resembling an incantation, which induces a state of relaxation, total concentration and mental calm required for the verbal treatment of physical or psychological disorders. Plato's '*terpnos logos*' ... tone and rhythm of voice adopted... to be most efficacious at inducing trance / implanting suggestions ... inducing deep relaxation... Caycedo explains how to adopt the right tone: "Adopt a tone that is as familiar and relaxed as possible. Your voice should reverberate, as if it were coming from inside the subject, as if it were the subject's own voice, resonating deep within himself."

The subject's own voice, resonating deep within himself... If we take the notion one step further, we could say that it really is a subject's own inner voice that is most effective for orienting the mind. Unfortunately, in most cases this inner voice communicates negative messages: 'I'm so stupid... I can't take it any longer... I'm nervous... I'm afraid... I feel sick... I'm fed up...' and so on. The accumulated effects of these negative messages, far from being harmless, can actually result in physical or mental health problems.

There is nothing new about the notion that negative thoughts can have a harmful impact on behavior and health. Korzibski, a Russian researcher, observed that verbal formulations like 'I'm always clumsy with members of the opposite sex...' or 'I knew I could never be successful...' or 'I have a terrible memory...' etc. have a paralyzing effect on the individual.

As Buddha said, 'We are who we think we are.' Our thoughts, formulated as verbal phrases, resonate inside us much like Caycedo's *terpnos logos* is meant to do, although often with negative results, conditioning our mind without our being aware of it.

Saying 'I don't like this or that...' or 'I am this or that...' stems from a static vision of the self, when in fact the self is in a constant state of evolution. Personal development is a dynamic, rather than a static process, so any opinion you may have about yourself is really only temporary.

Our logical, rational mind, centered in a part of the brain called the cerebral cortex, must be subdued, leaving room for more primitive mental functions, centered in the rhinencephalon or olfactory brain, to operate. Over the course of human evolution, the primitive olfactory brain was covered over by the cerebral cortex. Altered states of consciousness, induced by various means, allow intuitive data to rise to the surface of our awareness

Staring at anything - a crystal, a coffee bean, a pendulum, etc. - will induce a semi-hypnotic state. Oracles of old, like the one at Delphi in ancient Greece, used noxious gas (probably a kind of drug) to achieve the same result, while mystics concentrated on their navel or on the blood of a sacrificed animal, and shamans relied on rhythm and dance.

A state 'between waking and sleep'. Caycedo, a student of Schultz and founder of sophrology, concluded that autogenic training was the best technique for inducing the desired state.

1908 J.H. Schultz a young doctor fascinated by a new discipline called psychotherapy, became interested in hypnosis and suggestion, claiming that it is possible for certain gifted and cultivated individuals to enter a state of hypnosis of their own accord, simply through an effort of will (the idea of self-hypnosis had originally been proposed by Oscar Vogt. Schultz to try and develop a method of self-hypnosis. A state of 'disassociation' he deemed necessary for the liberation of intuitive, as opposed to rational, thought processes. Autogenic training or autogenic relaxation, defining it as a system of physiological exercises carefully designed to induce a state of general disassociation from external stimuli in the organism. Autogenic relaxation improves physical health as it relaxes the body and allows the subconscious mind to express itself with much greater freedom. It takes a few months to master the technique of autogenic training i.e to induce state of deep relaxation, but then it becomes muscle memory, and you can 'anchor' it and 'trigger' it quickly, using a gradual 'slide' into it, to avoid any possible dangers from immediately becoming totally relaxed.

Hypnagogic images that appear just before sleep, after have closed eyelids... a twilight space, which would soon start filling with spots, veils, lines, shadows and shapes.

Most research tends to confirm that paranormal faculties originate in the more primitive levels of our being, i.e. those controlled by the olfactory brain.

hypnotic suggestion: 'The state of having a belief, an idea or a desire, when that belief, idea or desire originates in the conscious mind of another person (the hypnotist) without the subject being aware of the outside influence exerted by the hypnotist.'

It is only after the mind has become calm, entering a state between waking and sleep, that subconscious intuitive factors come into play.

The brain contains certain receptors, called proprioceptors, that most people hardly ever use. Yogis, on the other hand, develop these receptors to the point where they can feel, and even modify, physiological functions. Yogis in India who could provide perfect descriptions of their inner organs, without ever having seen an anatomical model or diagram.

Electronic biofeedback device: electrodes attached to a patient's body were used in place of proprioceptors, allowing researchers to detect physiological sensations that could then be transformed into auditory or visual signals.

Many pregnant women suffer from so-called morning sickness. Nausea and vomiting stem from an unconscious rejection of the fetus, which is perceived as a foreign body. Dynamic relaxation helps future mothers become aware of their new corporeal structure, causing morning sickness to disappear.

In 1967, Dr. Raymond Abrezol was hired to teach dynamic relaxation to the Swiss national ski team. Athletes can improve their performance by developing an awareness of the physiological effects training has on their body, and by transforming equipment (skis, paddles, balls, javelins, etc.) into extensions of their own body. The process resembles what happens when you buy a new car: at first, unsure of the vehicle's dimensions, you have to be extra careful not to run into anything when you drive. But in only a few weeks the car's structure becomes so deeply engraved in your brain that you can avoid obstacles by only a couple of inches with hardly any thought or effort. In other words, you develop an intuitive awareness of the car as an extension of your body. The same applies to athletes: skiers who do dynamic relaxation exercises while wearing their equipment, for example, can considerably enhance their performance.

Imagine a perfect performance, visualizing themselves as they complete a perfect run down the course. Not concentrating long enough to reach the finish line, or becoming distracted for any reason, is considered the equivalent of a fall - the subject has to start all over again.

The key factor is the sophrologist's attitude - if he or she lacks conviction or doubts his abilities, the climate of confidence between therapist and subject, which is crucial to the success of any treatment, is undermined.

Subtle, sometimes clandestine means of persuasion are commonly used by businesses to advertise their products, by government for propaganda purposes, and even by educators, in order to manipulate students without their knowledge.

“People who are exposed to these influences are totally ignorant of the psychological techniques being used on them - they think they can resist advertising and propaganda, that they are free to form their own opinions, that they can detect when they are being manipulated, and that ideas have no power over them.”

Psychological laws governing the principles of advertising were formulated in the twentieth century, although many of the techniques had already been used for centuries. These laws helped advertisers influence potential buyers on both a rational, and irrational or intuitive level.

Ernst Dichter. A group called the Color Research Institute conducted an experiment on housewives: each housewife received three boxes of a sample detergent, one yellow, one blue, and one blue with yellow dots. They were asked to test the detergents and comment on which was best for delicate washing. Of course, all three boxes contained the same detergent.

A majority of women responded that the detergent in the blue box was too strong, that in some cases it damaged clothes. They said the yellow-box detergent was not as effective, leaving stains on some clothes. The third box the one with both colors - was the best by far. Women said it was “marvelous” or “extraordinary” for cleaning delicate laundry.

People act for two kinds of reasons:• Logical, rational reasons (originating in the neo-cortex);• emotional, seemingly irrational reasons.

Under hypnosis, an idea or suggestion can be planted directly into a subject's subconscious mind. Subjects can be told not to act on the suggestion until some later point in time (this is called posthypnotic suggestion). The subject invariably will express / find a rational reason for doing something irrational, in this case an action that was planted in his subconscious mind by the hypnotist.

1. The real motivation for our behavior often has nothing to do with the reasons we think are behind our actions, as demonstrated by the women comparing detergents, or the hypnotized subject closing all the lights.2. These underlying motivations usually originate in the most primitive part of our brain.3. Why we do things can be influenced through the power of suggestion.

The type of mild concentration required to watch TV also places viewers in a state that is very close to hypnosis. Driving a car on the highway can have the same effect: the purring of the engine, the comfortable seats, the monotony of the passing scenery, combine to place you in a state of mind that is very receptive to suggestion. Advertisers take full advantage of the situation, transmitting powerful suggestive messages on billboards, bus and truck panels, car radios, etc.

As people unconsciously slip into a kind of collective trance, the market potential for all kinds of products grows larger and larger. Companies hire and train sales people by the thousands, using the very same advertising methods to convince their own personnel that the products they represent are excellent, and deserve to be sold. In many cases sales people are not simply dupes of the system - they are aware that they are being programmed, but allow themselves to be conditioned, knowing that the best way to sell a product is to believe in its merits.

Advertising and propaganda try to induce a semi-hypnotic state in target populations, enabling the suggestions that are made to bypass the critical, conscious part of the mind.

Suggestions are planted in people's minds with the help of images (the term 'image' is here used to include auditory, tactile, olfactory and gustatory, as well as visual images).

We are bombarded with visual images through various media: TV, movies, magazines, window displays, brochures, billboards, and so on. Since psychoanalysis discovered that our subconscious mind thinks in terms of symbols as well as images, symbols have become an important vehicle for transmitting suggestions: a photograph of a man's hand holding a box of detergent is retouched to accentuate the hairs growing on the back of the hand. Why? In order to enhance its virile symbolism and suggest that the detergent is more powerful.

The body and mind are in constant interaction. A tense mind is translated into nervous tension and muscular contractions. If the mind is to be receptive, the body must be relaxed.

The mind stores information unconsciously. In the example of the detergent being held by a manly hand, the symbolism, although not perceived on a conscious level, still has an impact. Subliminal advertising, discovered in 1965, transmits messages which are received on a level below that of ordinary consciousness. Superimposed images pass by so quickly that the conscious mind does not have time to perceive them. Nevertheless, they are perceived - tests have clearly shown that consumer behavior is influenced by these subliminal suggestions. The practice is now illegal, but the mechanism is still in place, occurring whenever you concentrate on a given object, but continue to register periphery information (for example while staring at a computer screen). MHR NLP Bandler makes big point of this i.e that our peripheral vision registers more than we realise...MHR way to subliminally influence i.e get focus on one thing, then introduce real messages / communications on periphery, where don't consciously notice, but subconsciously process...

If repeated often enough, a new cerebral pathway is formed. Napoleon once said, 'repetition is the best part of rhetoric.'

Intense emotion, whether it be fear or joy, can rapidly create a new model of behavior when associated with a suggestion.

A suggestion becomes much stronger when people can identify with the person or group making it.

The greater the faith or confidence we place in a person or object, the more susceptible we become to suggestion.

It can also place people in a state of semi-trance, making them so enthusiastic their normal cerebral functions become inhibited.

Suggestion is a form of cerebral conditioning, but between the suggestion and the act it implies lie a whole series of complex processes. A researcher named Bernheim was the first to discover what he called 'ideo-dynamics' the theory that all suggestions tend to result in actions, as the subconscious automatically attempts to induce us to act on what it perceives.

Driving a car along the highway, lost in thought, you may suddenly realize you're approaching your exit. It's as if you were driving on automatic pilot. The same type of thing happens when you are trying to solve a problem - unable to find a solution, you concentrate on something else, when suddenly you're hit with an inspiration, as if the mental process had continued on a subconscious level, and guided you to the answer you were seeking.

B.F Skinner observed 'the birth of superstition' in the pigeons he was 'experimenting' with. They had been locked in cages with automatic feeders for 12 hours. These feeders regularly and automatically dispensed food. After 12 hours some of the pigeons displayed particular behaviors, such as the flapping of one wing, or standing on one leg. They appeared to have assumed a cause - effect relationship between these behaviors and the appearance of the food. He posited that the birds may have been flapping one wing, or standing on one leg, the first time the food appeared, and then having assumed a connection, 'found' that flapping the wing, or standing on one leg, if continued, repeatedly resulted in the food appearing. This is no different to what David Hume observed about all our assumed cause-effect relationships. Imagine the impact of a 'magician-priest' demonstrating the power to 'cause' a solar eclipse would have on their 'believers'!

Symbols are used to bypass the conscious rational mind which works with language. All sorts of 'divination' practices use their props to bypass conscious resistance. They also allow them to dispense common sense, or information gained from intuition, observation, and other sources, in a format that will give that advice greater authority, and induce as great a placebo effect as possible, at the very least instilling confidence in a cure, relief from symptoms, which is

often enough to relax the patient, calm them, and provide the preconditions under which the body can heal itself. Latin had a similar 'mystical' authority among the masses, for whom it was unintelligible, and as 'magical' as any runic, tarot card, or other system of communication. It lent the authority of education, training, wisdom, all the equivalents of 'mystical insight' or 'participating in the mysteries', and sharing some 'magical power' which they could use to the client's benefit. Whether formulated in religious terms a.k.a 'angels', 'power of god', 'miraculous power of Saint's bones', or more abstract, esoteric forms.

Professor Robert Tocquet of the Paris School of Anthropology, and a distinguished parapsychologist, offers the following hypothesis:

We know that the ability to regenerate organs exists in some animals. The higher we get on the evolutionary ladder, the more this ability is diminished. In man it has more or less disappeared. Invertebrates have astonishing powers of regeneration. Cut a sponge into tiny pieces and each piece will reconstitute itself entirely. The same is true of worms - when cut into segments, each part become a whole worm. Starfish, a little higher up the ladder, are able to contract themselves when afraid by expelling most of their internal organs, which they then regenerate when the source of danger has passed. Fish are able to redintegrate (the process of regenerating limbs or organs) some amputated body parts, including fins, jaws and sexual organs. Salamanders can redintegrate eyes, legs and tail (as can some other lizards).

Under normal conditions, this regenerative ability is absent in humans. But does that mean that it does not exist? Professor Tocquet believes that it does exist, in a latent state, in all people. As we said earlier, man evolved by superimposing a new part of the brain (the neo-cortex) over its more primitive part, at the same time refining and re-organizing its functions. Almost instantaneous regeneration of tissues observed in so-called miraculous cures.

Deacon François of Paris died in 1727. His followers prayed at the deceased deacon's tomb, hoping for a miracle that would incite the Church to admit the error of its ways and cease its unjust persecution of the Jansenist movement. One such miracle was reported to have occurred, attracting pilgrims seeking relief from their own health problems. In terms of the 'efficacy' of electroshock I posit, there are interesting parallels. Many of the supplicants believed in the efficacy of using torture as a way to earn forgiveness for real and imagined / ascribed sins, and thus relief from their suffering, assumed to be a product of those 'sins'. Thus appellants would be found, in the original 'group therapy', beating, burning, stoning, and whipping themselves and each other. There are countless reports that these acts of flagellation and other forms of torture actually seemed to improve a patient's condition. **Electroshock** is not more 'modern' a process, and may 'work' on some people for the same reasons, consciously or

subconsciously. The participants demonstrated similar ‘**convulsions**’, brought about by the pain, and imagination, in this case, rather than external voltages applied to their heads. The king, horrified by accounts of mass hysteria, grotesque convulsions and other bizarre occurrences, closed the cemetery on January 29, 1732. Of course today the process is carried on behind locked doors, literally, upon patients who have not, or could not, give their informed consent. So tell me who the ‘modern’ medical practitioners really are!

Imagine color gradient from Red, to Orange, to Yellow, to Green, to Aquamarine, to Blue, to Purple, to Violet...moving from infra-red to ultra-violet. You will probably move from greater emotional intensity and energy, towards greater calm and peace. This is a great way to gradually decrease brain wave frequency, corresponding to decreased mental activity / worry / internal dialog, down to the desired Alpha wave, meditative, creative, calm alertness associated with creative generation and deep relaxation / meditative calm. You can also use the process in reverse to increase energy levels from the calm blues to the more vibrant oranges and even reds. Imagine if every school class began with the appropriate ‘tuning’ of the participants, to bring them to the most receptive, generative, calm alert state ideal for learning and creative interaction, and possibly for waking teachers up from their mental slumbers. The color gradation can be vividly imagined, with the imaginers entire body becoming immersed in the color, changing color, to ‘change gears’ from more active to more calm states.

Construct your own ideal group of advisors, in your own idea ‘creative workplace’, which you can retreat to, in your minds eye, at any time. Just enter the Alpha-state / Blue zone / Zen state / creative state and vividly visualize, using all representation systems, the sort of ‘rooms’ most conducive, for you, of creative problem solving, studying, research etc. You can ‘invite’ anyone to work with you as colleague or advisor. You can have each adopt one of DeBono’s ‘thinking hats’. You can invite famous characters from the past to ‘assist’ you. In this way you can free your subconscious from the usual restraints / constraints / conditioned / learned limitations of your conscious mind. The setting can be futurist science fiction fantasy, historically accurate, historical fantasy, another planet, another dimension, a room you always found conducive to calm, alert, productive, generative (creative) thought etc...

Our conscious, limiting beliefs, often sabotage and limit our complete powers of self-healing, creativity, problem solving, and potential for happiness and success. The sub-conscious is the much more powerful. So we often need to spend time doing an audit of our unconscious, to identify such limiting beliefs. But first we begin with the conscious limiting beliefs or negative ‘self-talk’ we engage it. Often we are unaware of how we are consciously limiting ourselves, because it has become habitual and automatic. We do not attend to it. Each time we say ‘Oh, I’m not smart enough’, ‘Oh, I am not capable of that’, ‘I don’t deserve that’,

‘I couldn’t possibly ever be happy’. Often the assumptions / limiting beliefs are not stated, but are implicit in what we do say. This is why Richard Bandler’s work on deconstructing language, and seeking the implicit assumptions and limiting beliefs underlying how people communicate is so important to anyone wanting to offer therapeutic benefits to anyone. Self-talk is a sort of self-programming for failure. A self-programming for defeatism. For de-motivation. For setting up negative self-fulfilling prophecies. If you don’t believe you can, or deserve, to be happy, or successful, you are unlikely to invest the effort, time, and risk required to attain the good things in life. You are unlikely to approach people you would like to befriend, or become lovers with, let alone make a determined effort to ‘win’ them over. Why bother, if you are doomed to failure? If you can not do it. If you don’t DESERVE to do it?

People often draw strength from a belief in the power of a talisman or ‘good luck charm’. It provides the confidence they lack in themselves. It allows their natural powers to become active, simply by overcoming the conscious limiting beliefs. Belief in the power of the magical charm overcomes the usual lack of confidence in their own powers. It was the belief that was limiting / constraining their own body from healing etc. All the talisman / charm did was overcome that obstacle to self-healing. The same ‘faith’ in a priest, magician, shaman, Saint’s bones, idols of Saints or Jesus or some other ‘god-man’ or ‘goddess, or even medical doctor or therapist, or even ‘pharmaceutical product’ or surgical technique or tool, operates in the same way. The Placebo effect achieved by these ‘props’ is due to their having the power, in the person’s mind, to offer relief or cure. This belief overcomes the usual tendency to defeatism imposed by conditioned, learned, limiting beliefs. Beliefs learned often in single, powerful events / moments. Or over the course of years of repeated indoctrination by external authority figures, either directly and deliberately as in the case of religion and education and marketing propaganda, or indirectly from peers, experience, observation, and erroneous correlations / assumptions, like B.F. Skinner’s pigeon’s believing that waving one wing, or standing on one leg, was the ‘cause’ of food appearing.

Often the ‘placebo’ was offered as ‘noble lie’ by practitioners who knew the placebo to be inactive, but realised the power of the placebo effect. Often some actual active ingredient was applied, while the patient’s attention was focused on the ‘magical healing powers’ or ‘charms’ or ‘rituals’. The rituals often induced a deep state of relaxation necessary for the body to regain its balance, and repair itself. Telling people obvious truths that they would otherwise just gloss over, as part of some ‘magical ritual esoteric ‘reading’ of leaves, entrails, birds flight, coffee grinds, lines in their palms, crystal balls, tarot cards, runes, etc, gives that common sense advice much greater authority, and increases the odds that the person will act on it, rather than gloss over it. Often simply distracting a person from their suffering offers enough of a break in attention, a pause, for them to

relax, and recuperate. Muscle tension and other physical manifestations of mental stress often produce psycho-somatic symptoms and real medical conditions. Free the person of that stress, tension, etc, and the psycho-somatic conditions simply disappear, miraculously, as if by magic. Sometimes immediately. More often gradually, after rest and sleep give the body a chance to recalibrate, repair, heal, and regain its 'ease'.

Consider all such props, and the 'noble' lies that give them their 'power', as catalysts that stimulate the body's own healing mechanisms, in an active way, or at bare minimum in a passive way, by removing the obstacles, the self-generated obstacles e.g defeatism, negative expectations, negative self-talk, negative ideation, stress, tension, fear, etc, so that the body can regain balance, and heal itself.

Phineas Parkhurst Quimbey, a watchmaker living in New Orleans in the mid 1800's, gradually came to realise the power of suggestion, after seeing how the placebo effect his 'patients' enjoyed bore no relationship to his prescriptions. He realised that the power to cure and relieve was not in the prescribed potions, but in his patient's belief in their efficacy. Their belief in HIM. He started what today is known as the 'Christian Science' (Science of Health) movement. This movement started from the assumption that health and happiness are the natural state. That illness, disease, and unhappiness, are all, as Socrates posited all evil to be, the result of erroneous thinking.

When Quimbey died, a very success-oriented and energetic Mrs. Baker-Eddy took over the reins of the fledgling movement. Mark Twain described her in these words: "She was born with the mind of a businessman, and a great appetite for power. If she found a job as a chef's assistant in a hotel, there is no doubt in my mind that in two years she would own all the hotels in the city, and in twenty years, all the hotels in America. She is the driving force behind the huge fortune amassed by the Christian Science movement."

In half a century, Mrs. Baker-Eddy built a vast occult empire, based on a strictly hierarchical system of management and efficient organization. At present the movement has attracted over two million followers around the world. Members must pay to take courses, pay to be treated, pay to attend ceremonies. If and when they finally graduate as accredited Christian Science healers, they have to pay a monthly fee to retain their license to practice.

The ideological basis of the movement can be summed up as follows: Man, being an emanation of God, is spiritual and eternal. Man never was, and never will be, a material entity. Pain, suffering and disease are all imagined, caused by mistaken beliefs. Restore truth in the minds of patients, and they will be cured.

Christian Science contains some very positive, and very negative, elements. Rejecting all medical intervention does not seem the best approach. But the mantra that 'I deserve to be healthy and happy' is optimal. As are the beliefs that health is the natural state. That negative, erroneous beliefs / ideas are the cause of dis-ease, illness, and poor health. That everyone DESERVES to be healthy, happy, and successful. This conditions a positive, self-fulfilling prophecy in all practitioners, from birth.

The faith healer merely removes psychological obstacles, which are the source of real psycho-somatic symptoms and medical conditions (consider how stress produced by imaginary threats will produce the very real tension and very real pain of migraines, tensions headaches, and even heart attacks and strokes), freeing the mind to heal itself, freeing the body to heal itself. They remove the limiting beliefs, and replace them with generative, therapeutic, productive, positive, healthy beliefs.

Sadly entire institutions and industries devote HUGE resources, energy, and talent to producing the limiting beliefs responsible for our lack of health, vitality, confidence, well-being, and happiness. They are called marketing. They are called propaganda. They are called religion. They are called education. This is why we must act and think holistically. As my Eden Protocols do. And begin before birth.

The most common, historically, form of 'transferred authority' is the typical 'Priest' who claims to represent some god, and to be given, by that god, special powers.

Today medical degrees and mass marketing campaigns are used to grant 'doctors' a similar 'transferred authority'. Having been 'trained' by famous Dr. X is a further benefit, in terms of having the authority of Dr. X, whose reputation has become famous for curing what ails you, transferred to their student, the Dr. you have the good fortune of being able to afford.

Or you could employ the 'noble lie' of claiming you have been 'possessed' by such a famous doctor. One long dead even. Or you have been possessed by some other spirit, demon, god, or saint.

If you can get a patient to really believe in 'subtle / astral bodies', then you can 'operate' on that astral / subtle body', and the benefits will appear in the corresponding corporeal organs / limbs / body. Again you are simply overcoming 'conscious objections' and 'subconscious objections' a.k.a 'limiting beliefs', and letting your body cure itself, return to equilibrium. All you have done is what marketing people call 'overcoming objections'. The objections being 'that is not possible, I can't do that, I don't deserve that', whether 'that' is good health, success, happiness, great sex, a loving partner, respect, a nice home, a nice car,

that great figure, or even simply good luck. Whether the salesperson is selling you on a new home, car, or healthy attitude, or cure, makes no difference. There are always mental obstacles you have unwittingly placed in the way of your own happiness, or which you have accidentally 'learned', or been deliberately conditioned to accept and believe, as natural and normal. I go into great detail in my TROONATNOOR books.

Imagine living in a time when getting a Doctors degree were next to impossible for anyone not born to the right economic and social class. Imagine you had an exceptional aptitude for medicine. You read everything you could get your hands on. You were a natural. It all came 'intuitively' to you. But you were doomed never to be able to practice, and employ your talents to anyone's benefit. You would never be able to access the 'transferred authority' of a medical degree. So what do you do? You imagine / pretend to have become 'possessed' by a very famous, now deceased, doctor. It is not YOU doing the treatment, writing the prescriptions, but this famous doctor. Your treatment now has the transferred authority it required for people to 'take you seriously' as a doctor. Edgar Cayce was illiterate, but exceptionally talented, as proven by the massive success of his treatments, the huge number of patients he successfully treated, who benefitted from his talents and skills, wherever they came from. Maybe he himself believed in his story. Or maybe he was simply convinced that this ploy was a 'noble' lie, and he resorted to it in benevolent desperation. Despairing at never otherwise being able to help others with his talents, he took the option Plato recommended to all 'philosopher kings', and those who were sure of their ability to rule well, but lacked any 'natural authority' to impose their will on anyone. To impose their ethical system. Their system of government. Plato's gospel was that propaganda was necessary and good, as long as the intentions were good, and the user competent. Funny though, how many incompetent, malicious people convince themselves they are both competent, and benevolent, and thus employ 'noble' lies to every imaginable ig-noble end.

Imagine a philosopher who has no chance of ever being 'taken seriously', deciding to employ a similar 'noble lie', and simply claim that some god, or angel, had dictated his 'ethical treatise' to him. Wham. There's your transferred authority. Suddenly millions will take you seriously. Imagine a would-be prophet. A would-be 'philosopher king'. A would be dictator of the world. Once you have tricked you way into power, like a Stalin, it won't matter that your lack of talent, your true intentions, your incompetence, become obvious. By then you will have absolute power. The authority of violence. Power. Secret police. Puppets everywhere with the power of life, death, and fates worse than death, to ensure 'your will be done on earth'. And in heaven? You will probably delude yourself you ARE a god, and your will is GOOD. Power does not just corrupt society. It is reflexive of a corruption of the minds of those in power. As below, so above. Marx was so disingenuous in pretending to naively believe that all the

evil in the world was concentrated in one small class of capitalists and aristocracy, whose evil was expressed in the society they ruled, in every institution and form of interaction. As if, given the same power, any of the supposed 'innocent good-natured victims' of that society, would NEVER abuse that power to their own selfish, narrow, egotistical ends!

Emile Coué formulated the laws governing suggestion, to be used in the waking state, rather than while hypnotized. **Coué's Law of Inverse Effort** states that If you think, "I want such and such a thing to happen..." and your inner mind says, "You want this to happen, but it won't..." not only will you not get your (conscious-deliberate) wish, you'll get the opposite of what you want.

Pascal is credited with the analogy that forms the basis of 'target obsession'. He noted that anyone can walk along a plank of wood 30cm wide, when it is placed on the ground. However place it placed between the windows of two 10 story buildings, and most people find what was a simple task, to be impossible. They stagger, trip, and fall off. The stability or width of the wood has not changed. All that has changed is the internal voice warning them of the danger, and the mental images constantly arising of them falling. Like the telegraph poles along the side of the road, it is the falling, rather than the ease of walking, which dominates the mind, and determines the outcome, that of falling, and of hitting the pole, and managing to miss the far greater target of the gaps between them.

Stress, frustration, agitation, and fear of not being able to fall asleep, all lead the person to fail to fall asleep. Until they stop thinking about NOT falling asleep. Their 'target obsession' is insomnia.

Framing desires as 'I will TRY to achieve X' contain the implicit negative expectation / belief / assumption of failure. The doubt is what your subconscious will attend to. It will assume you do NOT want to achieve X, and it will prevent you achieving X. So reframe the desire as 'I will achieve X', along with a vivid all representational systems representation of how great it is going to feel when you have achieved X, and a calm, casual, natural, assumption that you will achieve X, with the same natural sense of assurance as when you 'try' to pick up a cup of coffee. You just DO IT. You do not 'try' to do it. Like someone stuttering, as they 'try' to speak. Or falling off a bike because you suddenly realise you are riding upright, but somehow feel it is not possible, it is too easy, and you expected it to be too hard (my own experience).

When you say, "I'm going to give it a 'try' you are implicitly doubting yourself. And THAT doubt is what your subconscious mind will focus on.

'Trying' implies a limiting belief in your ability to 'Do'.

Coue is famously credited with the self-affirmation / mantra / auto-suggestion many people are familiar with. 'Every day, in every way, I'm feeling/getting better and better'. John Lennon sang it as 'Every day, in every way, It's getting better, and better'.

Coue believed that for another person to 'imprint' a suggestion on your subconscious, you first have to adopt it, and make it your own. Turn it into an 'auto-suggestion'. Once you have 'owned' it, it become operational.

Which gives people like me hope that we can save you from 'noble' lies, propaganda, mis-information, brain-washing, and the mental equivalents of malicious software, viruses, Trojan horses, etc.

This gives you the final power of arbitration. You do not have to accept the definitions others seek to impose on you, about you, and have you consume, and incorporate into your conscious and subconscious mental programs. You can say, hey, wait a minute, I disagree with that definition. I am going to find my own definitions. Write my own scripts. Program my own conscious and subconscious mind. RE-program my subconscious and conscious mind.

The 'Ma' of 'At' (On) is to 'Think rightly, Speak rightly, Act rightly'. This was the principle tenant of Akhenaton's original non-theistic religion that preceeded the Judeo-Christian-Muslim theistic cults that today dominate our world. .

"Everything we are is the result of thought: our present condition is based on thought, it is made of thought. If a person speaks or acts while under the influence of negative or harmful thoughts, pain and suffering will follow, as surely as a cartwheel follows the hooves of an ox." That's accredited to 'Buddha', an 'awakened' person. Someone who woke up from their dogmatic slumbers. From their 'zombie' state. 'I think therefore I am' was Descartes. Buddha would say 'What I think, BECOMES'. Become reality. 'By our thoughts the world is generated'. TROONATNOOR is reflexive of our thoughts. As you think, so you will speak, and so will you act. That is why 'living in Ma'at' requires you to start at the foundations, your thoughts. To become disciplined in your thinking. To frame all thoughts positively, in terms of what you WANT, and not negatively, in terms of what you do NOT want. This way you will be mentally rehearsing for what you WANT to BECOME. You will be sending clear instructions to your subconscious about what it is to do for you. What it is to REALISE. You resonate like a 3-D printer program, encoding the forms you want to make real, then sending them in ways we cannot yet measure, like Wi Fi signals to the 3-D printer, so that 'REALITY' can manifest what we are resonating, in the same way the 3-D printer will manifest the 'form' being sent to it by the WiFi signal. Clearly the 'idea' came before the form, and came before the output of the 3-D printer. In the same way that thoughts produce intentions

which produce mental images which produce actions / desires / motives and finally conditions / situations / states / actual material objects.

Someone had to imagine every technological product you use every day, before it could become an object, a tool.

The oldest and most compelling philosophies of reality, of TROONATNOOR, conclude that all of reality as we experience it was first a desire. A thought. An impulse. That reality is the manifestation of these 'original' desires / impulses.

Who could argue that war is not the manifestation of an idea? That all gods and all religions are not ideas, manifest as their current institutions? Reflexive of them? That every act is preceded by some thought. Whether consciously expressed in self-talk, or carried out so swiftly, as a 'reaction-response', a 'triggered reflex', that there was no time to formally verbalise the idea in the actor's head?

Genetics researchers argue quite compellingly that most of our DNA is actually operating as transmission and reception material. LaMarck appears to have been validated to some extent. For it appears that DNA is in communication with the environment, and with the DNA of all other organisms, at some level.

Consider the primary impulse for existence. Was it relief from boredom? Or a desire for pleasure / excitement / experience? Consider how absurd the 'official' Western Judeo-Christian-Islamic doctrine is. That some god whose presence is never explained (who made god) created us for his own pleasure. Got angry with us. Decided to punish us for millennia. Then decided that those who would not submit to his will should be punished for eternity. How compelling a story is THAT?

Compare this narrative to the older Eastern traditions in which all life always existed in some form, as pure consciousness. It generated all the forms we know as 'the world' and 'reality' in a spirit of 'play'. A desire to have fun. To experience pleasure. To experience excitement. To have adventures.

But at some point the 'code' for this virtual reality became 'buggy'.

Schopenhauer's unique use of the pre-existing concept of dialect was that the thesis was this generation, the anti-thesis was the ignorance that it was done, and the confusion arising from the 'bugs' that emerged, and that the 'synthesis' will be us realising our true nature, TROONATNOOR, and fixing the bugs, accepting that life is a game we generated for our own pleasure, and 'knowing' this, and at the same time enjoying the game for what it is, a virtual reality.

But 'virtual' is misleading. It is REAL. Reflexively. Just not NECESSARY. Within the game the rules are 'necessity'. For the sake of the game. But you can exit this game any time, and start new games.

But inside the game you cannot have arbitrary values. You have to have rules. Otherwise games break down into chaos. No fun at all. Unless that is your taste, at that time, for that particular 'experience engine'.

Buddha felt the weight of the suffering of this world. The 'bugs' have gotten out of hand.

Or did we design this game to be so perversely violence, vicious, and competitive?

Either way, you are free to choose. This is NOT the only game. The way this game is going right now is NOT necessary. It can be much different. If you CHOOSE it to be so.

Right now you can CHOOSE justice, truth, and beauty. It is YOUR thoughts that produce this world.

Of course right now most of us are being manipulated, tricked, controlled, unobtrusively and more obviously, by governments, propaganda, 'noble' lies, religions, mass media, etc etc.

It is time to take back your ability to choose FOR YOURSELF. Not merely reproduce the limited choices offered by those who seek to enslave you.

First you need to identify the errors. The lies. The propaganda. The misinformation. Remove the viruses and Trojan horses. Clean up the 'buggy' code.

That is what my TROONATNOOR books are all about.

This one is the capstone to my TROONANTOOR work. Giving you back control of your own mind. Of your own consciousness. First by bringing you back from your current Zombie state to fuller consciousness. Then showing you how simple and easy it is to re-program your own mind with compelling, correct, definitions.

Basically it is a call to free you, the slave, from your invisible chains.

To free you to make choices.

The feedback of pain, misery, war, violence, slavery, etc, will always show you the way. How long you suffer is up to you.

My aim is to make it possible for you to choose justice, truth, and beauty, so that your life becomes defined by happiness, satisfaction, joy, justice, truth, and beauty.

As long as you choose violence, slavery, exploitation, injustice, malice and so on, you will manifest these things in your own life.

You cannot choose to inflict pain on other sentient beings, to abuse your power over them, to use them as mere means to your own ends, to inflict injustice, slavery, and misery upon them, and then expect your own world to be defined by joy, happiness, freedom, justice, and so on.

That would be insane.

Of course most of us are insane.

The world is insane.

TROONATNOOR is about sanity.

For those of you who want it.

I believe that karma is simply feedback. Like pain tells you 'stop that'. Avoid that. Do not repeat that. Pay attention, you are doing something wrong.

I believe that sooner or later you will get fed up with the stupid, frustrating, ugly, miserable, dissatisfying life you experience, as a result of your own thoughts, words, and actions. That this 'feedback' will lead you to seek alternatives. Will lead you to seek out the ideas contained in my TROONATNOOR books. Maybe not in my own lifetime. Maybe not for millennia.

But wise people tell us not to judge the effects of our efforts by the fruits we harvest, but by the seeds we have sown.

I have no super-powers. You have to learn from experience. You have to become, finally, fed up with the consequences of your own thoughts, words, and actions.

Only then will you start down the road that leads to a Vegan world. A world defined by something like my Eden Protocols. Where all decisions are made under some form of Rawls' 'Veil of Ignorance'. Decisions made consistent with my own 'Optimal Ethics Generator'. A simple question. 'How would I think, speak, and act, if I were sure I would be continually, for eternity, randomly new-incarnated as any being on this planet?

Ultimately you can only live free among the free. You can only experience justice if you act justly, in all your actions. You can only be happy among happy people. You can only live peacefully among peaceful people enjoying mutual security, peace, justice, and SHARED prosperity.

Any time you abuse your inherited power vis a vis any less powerful sentient being, you are signing your own 'I.O.U' for pain, misery, suffering, dissatisfaction, injustice, exploitation, etc.

So start 'paying it forward', as they say. Start writing I.O.U's for the things you want for YOU and YOURS.

You cannot escape the consequences of your own thoughts, words, and actions. You cannot express 'Z' into the world, then escape 'Z'. Karma is a bitch because, generally speaking, what you put out into the world, generates the world that is, and the world that is becoming. You are responsible.

Sure, you may have less power, vis a vis those with more power. But consider how you use the power you have, for example, over farm animals. Over lab animals. Over poorer people with less power than yourself. Do you 'do unto others as you want them to do unto you?'. Meaning do you exercise the power you do have, in ways you want those with power OVER you to exercise that power in relation to YOU?

Obadiah warns 'For as you do unto others, so shall be done unto you'. This is the motive for obeying the golden rule. It is pure logic. Unavoidable over the long run. Over many new-incarnations. The gold rule does not require huge tomes of argument to support it. It is simple. Do unto others as you wish them to do unto you. In principle. No games. No self-deception. No attempts to 'trick' the system and deceive others, while hoping they will be honest with you. To exploit others, expecting they won't notice, or that you can get away with it, because you have more power, influence etc.

Coue recommended me make our positive self-affirmations in the state in which our subconscious is most receptive to them, that state just between sleeping and waking, when we are falling asleep, or have just woken up, or after having entered a deliberate 'altered state' or 'trance state', such as when meditating / relaxing, or focusing on something like the tick of a clock etc

'It will pass' is the second affirmation Coue recommends. After 'Every day, in every way, It's getting better and better'. He considers these affirmations globally applicable preventative medicine, and cure combined.

Many magicians believe that their 'misdirections' and 'sleight of hand' are actually registered with the subconscious, but that their audiences prefer to

pretend they didn't notice, to enjoy the act. Eastern Philosophy suggests the same. That we know it is all a game, at some level, but ignore the 'tells', to gain a greater immersion in the game. To 'lose ourselves', our TRUE self, in the 'selves' we experience during this 'play'.

That said, most 'tricks' become obvious only AFTER you have been shown them. Like simple card tricks. It is not a matter of intelligence. They are 'tricks'. And once you have 'seen' the trick, you find it hard to imagine how you 'missed' it. And how others continue to miss it. That is exactly how philosophers feel about religion, how historians feel about propaganda (the official history written by the victors is usually totally distorted, if not completely fabricated a-la 'The Holocaust' which was written to justify the war crimes of the 'Allies' committed against Germans).

When our mind is focussed on exterior objects, when we are conscious of the world around us and of the passage of time, actively using our five senses, beta waves predominate. When we are literally unconscious, delta waves totally dominate. The state most meditation practices seek to reach is that dominated by Alpha-waves. We lose track of time, sense of self, and become focused on our own thoughts, or ideally, on 'nothing'. Emptiness.

Of course the typical 'Western' approach to all things is the desire for a 'quick technological fix'. A pill. A surgical procedure. A 'gadget'. So you can buy many gadgets that claim to be able to place you in this mental state. They either produce Alpha waves, or measure them, allowing you a visual or auditory 'biofeedback' method to know that you are either moving towards that state, or away from it, and thus reinforcing what you are doing, or telling you to do something else. Basically feedback about whether your attempts to reach this state, to become deeply relaxed, are working or not. Like a beeper that tells you when your heart rate is excessive, and you need to calm down. The reason the 'gadget' is of value is that it represents feedback in ways easier to recognise, by converting a pulse, or in this case a brain wave, into a number or color or sound on a scale. Most people have become distanced from their bodies own attempts to communicate e.g headache, haemorrhoids, muscle tension, blurred vision, light-headedness, tiredness, irritability, skin tone, sweat, or have come to ignore these, due to social pressures / external pressures over-riding them...all these 'symptoms' indicate stress, over-excitement etc...deep tranquility is alien to most people...'doing nothing' is defined as a 'waste of time' and 'laziness', with 'activity' being 'boosted' as 'good' and 'ideal' for the 'workers' and 'soldiers'. So most people have lost touch with the communications their bodies provide, and require some gadget that 'quantifies' their physiological state as a numbered or colored scale. The 'red' flashing, beeping light is responded to as a 'warning', and as the frequency of flashing reduces, the color moves towards blue, the person can 'know' their attempts at relaxing are 'working'. Rather than get back

into contact with their own bodies. Rather than become sensitive to their own posture, breathing, heart-rate, pulse, muscle tension / relaxation.

Some people believe they can 'remotely read' patients, and make clinical diagnoses, or even 'enter into' the patients subtle/astral body, and carry out procedures on that magnetic body, which become manifest in that patient's 'physical' body. Some people claim to be able to do this with dead people. Many claim to have 'become' Adolf Hitler, and thus can 'explain' his reasoning, or his health problems.

Remote reading involves visualizing a person not present, and 'entering into' them, becoming them, and either merely describing their thoughts, feelings, symptoms etc, or actually imagining they ARE them, and curing them / alleviating their symptoms.

MHR...color is determined by what frequencies of light are absorbed, NOT reflected i.e if all colors reflected, it is white...so it is about what is absorbed...if our subconscious / conscious mind absorbs / reflects different frequencies, we will perceive / represent only certain frequencies...those not deflected / reflected, or is it absorbed?...either way, reflexively, we only 'impress' i.e 'take in' very narrow bandwidths ... this could be how ESP etc work...appear to be talents of individuals, when really universal...just some people do not 'block out' i.e 'tune out' other ranges of bandwidths e.g that enable some people to 'read minds' or 'communicate telepathically', or 'astral travel'.

Seeking pleasure, avoiding pain, seeking relief from pain, are the primary motives of all action. Depending on the balance between these motives, people behave / have particular 'personality' types. All actions result of at least one of these motives. All attempts to motivate people must appeal to one or more of these motives. Often they exist in conflict i.e seeking pleasure involves risking pain. Positive and negative reinforcement targets avoidance and seeking motives. Painful feedback will negatively reinforce a behavior, and feedback which provides pleasure and relief will positively reinforce it. This is the basic principle of cybernetics, bio-feedback, and motivation.

Brains waves per se are imperceptible. We have no representation system for them. However their correlates in muscle tension / relaxation, skin tone, sweating, heart rate, pulse etc DO reflect the brain wave frequency. A person experiencing predominately Alpha-wave production in the brain is deeply relaxed, calm, alert, positive, etc...but as people have been trained to only accept 'quantifiable indicators' like statistics and mathematical readings, they are more easily convinced, can more easily respond to, feedback of this type, as offered by the gadgets.

The idea is that learning to lower your brain wave frequencies into the Alpha spectrum (8-14 Hz), will give you access to the mental states associated with those Alpha frequencies. Of course yoga, Zen meditation, and so on, all produce this state. But a quick fix is more easily marketed and sold.

1924 a German psychiatrist, Hans Berger measured the electrical impulses emitted by an accident victim whose skull had been partly removed. He observed that brain cell activity was organized into distinct patterns, in the form of waves. He observed different bandwidths for different levels of brain function. Berger referred to brain waves with an average frequency of **8 to 14 hertz (cycles per second)**, and an amplitude of around 100 microvolts. Berger, as 'Alpha' waves. Berger discovered called the frequency range above 14Hz with a lower amplitude (10 to 50 microvolts) '**Beta**' waves. These waves **corresponded to a state of vigilance, attention and concentration on exterior objects**, while Alpha waves, corresponded to a **state of internal focus / attention / deep meditative calm**, in a state between sleep and wakefulness, such as when falling asleep, or just waking up, or a deliberately achieved meditative state.

The development of the electroencephalogram allowed researchers to measure other types of brain waves including Theta waves (4 to 7 hertz, 200 microvolts) which are emitted during certain phases of sleep or under certain emotional conditions, and Delta waves (3 hertz or less, 200 microvolts to 1 millivolt amplitude) which characterize deep sleep or a state approaching death.

MHR In this 'zone' perhaps the brain is more receptive to electromagnetic bandwidths outside the usual ranges. Like being 'tuned' into them. Or maybe it simply does not 'block' them at this range. Allowing apparently 'para' normal experiences. Such as monks being burned alive while completely calm and peaceful. Or perhaps ESP, astral travel, telekinesis, etc.

The 'Alpha' state can be reached via narrowing attention, and becoming completely absorbed in it, whether it be a ticking clock, a swinging pendulum, focus on your own breathing pattern/rhythm, staring at a candle flame or tarot symbol or mandala, or practicing Zen meditation, yoga, etc...in other words through conscious effort, this state can be attained, and more importantly, maintained indefinitely. Outside stimuli will not break into this peace, as they normally would. The mental chatter is stilled. The internal visualization is turned off. The person can focus on 'nothing', a point of nowhere, absence, nothingness, emptiness. The 'Om' mantra is just one way to 'empty the mind' of 'mental talk' and 'intruding thoughts, images, and ideas'.

Substances like marijuana, LSD, heroine, alcohol and other drugs also increase alpha activity. It may be a reason for their addictive nature. Learning to access these states naturally may make these drugs redundant.

People generating waves between alpha and theta levels (between 5 and 8 hertz) have reported experiencing sensations comparable to those produced by various drugs. A number of addicts who have learned to attain the alpha state report feeling much like they did when they took LSD.

The word cybernetics was coined by the ancient Greeks. Plato uses it to refer to to the art of directing, controlling or governing, which always requires the selection of some objective. The helmsman of a boat must have a destination in mind, in order to regulate the rudder, to attain that destination. We must co-ordination our mental and physical actions to attain the desire goal. They must be in accord. In harmony.

The first law of Maxwell Maltz's 'Psycho-cybernetics' is that our general definition of ourselves must be consistent with, harmonized with, in accord with, any goal we seek to attain. So we must work on our self-belief first and foremost. We must believe, deep in our subconscious, in our own self-efficacy. Our ability to attain what we desire. Our own capacity for success. That we can succeed. Otherwise all our plans will be thwarted, at the most fundamental level, by any limiting beliefs. Any lack of self-belief.

The successes and failures we have experienced in the past condition our future. They are the reference points on which we model our expectations...consciously and more importantly and powerfully, because we are unaware of them, and thus unable to challenge and correct them, sub-consciously.

Maltz found you can develop 'muscle memory' by vividly imagining going through the actions in your mind. This is especially valuable at the start of the learning process, allowing you to learn and 'rehearse', in your mind, and even physically e.g pretending to drive a manual car, moving your feet, hands, etc as if there were pedals and gear shift and steering wheel...

We learn generalized expectations e.g I am not smart, good at math, able to learn new things easily, good at dancing / sport / making friends...they are limiting beliefs or generative / motivating beliefs i.e negative or positive...

The subconscious mind does not differentiate between actual experience and what is intensely imagined...this is pure David Hume, but most 'psychologists' have no idea who this great philosopher was, or what he demonstrated in his books. I consider him a father of modern psychology. Descarte used the same logic to produce his 'brains in vats' arguments, which are the basis for the film series 'The Matrix'.

Being told that pill is proven to work, that that ‘healer’ has magical / spiritual powers and has healed many people, that these ‘relics’/charms / medallions have magical / miraculous healing powers, all ‘trigger’ self-fulfilling prophecies...you believe you will succeed / be healed ... your mind is set at ease...you are more likely to experience the positive effects expected, than when you are mentally negative, stressed, frustrated, and de-motivated.

Teachers treat students they believe (have been told) are gifted differently, and get different outcomes. Suspicious people will behave in ways that bring out the worst in people. Negative, critical, ‘down’ people, will suck the life out of others. Motivated, energetic, positive, visionaries will bring out the best in people. It is an element of ‘manifestation’ that is a proven fact that anyone can prove for themselves, any time. Simply visualize success, expect success, and then perform the action / interaction. Do the opposite, expecting failure, rehearsing failure vividly in your mind, and see how people respond differently towards you. Do this test on something simple, like someone for something.

How we imagine reality, determines how we ‘frame’ the inputs arriving at our senses, and will determine which of the huge number of possible things we will tend to focus on, including good experiences, positive things, beautiful things in our surroundings, positive people, opportunities, or the bad things that are also present...determining whether we will be pessimistic or optimistic, motivated or depressed, actively seeking what we want, or giving up in despair...being defeatist, or determined and motivated.

Hume’s ‘Pegasus’ example shows how we can imagine new things, by combining elements of experienced things, and so come up with a flying horse. Wings exist, and horses exist, in ‘reality’, but only in our mind do horses with wings exist. The elements exist first. We simply re-combine them in ways that nature has not yet. All technology is the result of this process. Observing interactions and outcomes. Ascribing / observing / noting patterns. Determining which outcomes are desirable, and how to repeat the patterns at will, to get the desired result. Nothing can be ‘created’ as such. Creativity is the process of re-combining things that already exist in ‘new’ ways. To ‘produce’ things that would not have occurred in nature, or to re-produce things that do occur in nature. To produce fire at will. To contain that fire in internal combustion engines, then jet engines.

When we mentally rehearse challenging, threatening, hostile, dangerous, stressful, irritating, frustrating scenarios, in an attempt to find the optimal way of dealing with them, or avoiding the worst imagined outcomes, what we are doing is programming our subconscious to produce them(?). At very least we suffer the stress, fear, anger, and other harmful, negative emotions associated with these ‘possible’ interaction outcomes, and thus suffer them over and over. We end up

suffering things that never come to pass. We thus produce a lot of suffering, misery, etc, for ourselves. Zen notions of 'be here, now' aim to eliminate this suffering. However 'rehearsing' potential threatening situations is key to planning. To working out the best way to approach a situation. To be prepared for the likely possible responses people are going to make to, e.g, 'proposing a smoke free work area', or 'asking someone if you can open a window in a smelly, overheated train compartment'. People can react very violently, negatively, hostilely, to the slightest of requests and suggestions. You will want to plan ahead, to have 'counter arguments' ready for their 'objections' and attempts at denying reality, e.g 'you don't have to breathe my smoke, you can wait for the next train if you like'...But the problem is when you get yourself all worked up for all the possible negative, stupid, fatuous, typical non-argument, hostile / defensive responses, and so approach the interaction all wired up and projecting what to the other interactors can appear to be hostile / aggressive / threatening vibes / body language / voice tone. It is incredibly frustrating to deal with the average person in any sort of minor conflict, from expecting service from someone paid to serve you, from expecting people to be fair, just, reasonable, considerate, to dealing with corrupt police, legal systems, reporters etc...to dealing with would-be attackers...

People like me who try to re-shape the world in a more desirable, optimal way, suffer a thousand defeats, in rehearsal. We live through many lives worth of conflict, hostile interactions. We know what to expect of people. We know the low common denominator of ethics, competence, self-awareness, honesty, enlightenment etc to expect. So we suffer many lives worth of suffering. We suffer migraines. Tension headaches. All manner of stress related dis-eases, illnesses, maladies, and discontents.

We can all just 'let it be' and 'be here, now', and forget about trying to improve the world. Just 'settling' for whatever life throws at us.

Or we can find the optimal balance. And find ways to 'pretend' to expect the best from people, to 'give them a chance', to promote self-fulfilling prophecies in our interactions, while having been prepared for the worst...so that when it happens, we are not caught unprepared by surprise...so we will give people a chance to be the best person they are, while having the camera and microphone running to document their corruption, their lies, their 'how I behave when I think no-one is watching and I can get away with it', when they feel 'unaccountable' because you appear to be unable to hold them accountable i.e you have no lawyer, no power, etc...

If this seems like being 'fake' or 'false', then consider that we WANT people to be the best, to behave the best they can...We assume that they may well do this...we give them every opportunity to show their best side...we are not

‘faking’ or ‘trying to trick’ anyone. We honestly WANT this to be true. So we act ‘as if’ it IS true, until proven otherwise. But we have rehearsed likely scenarios where they will NOT behave the best ‘them’ they can be, so that if and when they fail to meet our hopeful expectations, we are not taken advantage of. We are not shocked and left speechless, to be trampled over, our rights ignored.

Just as importantly, we NEVER over-react. We are not caught by surprise, and REACT. We RESPOND with prepared, productive, positive, creative, responses we have worked out beforehand, when we had time and calm to work on them. So we NEVER over-react. We never LOSE control. We set the agenda. We do not let them set the agenda. We don’t let them provoke us. We don’t let anger, no matter how well justified and ‘righteous’ it would be, how valid and appropriate it would be, from emerging. We remain calm, cool, level headed, and focused on our agenda. OUR agenda. Avoiding escalation in the direction THEY want e.g many people WANT violence / emotional interactions, to distract from the facts of the situation. To portray you in a bad light. To re-define the situation. Often, like the Polish parable where ‘the Jew screams out ‘help me’ as THEY are attacking YOU...Someone commits an act of violence against you, waits for you to respond, then calls attention to the interaction, pretending they were the innocent victim, had done nothing to provoke you, and that you attacked THEM. People can ‘push your buttons’ until they get an emotional response, which they use to undermine your ‘mental state’, credibility’, paint you as ‘irrational’.

Jews provoke pogroms, with their open claims to the right to commit genocide, enslave you, rape you, lie to you, and steal everything you own, and then claim to be the ‘eternal victims’. This is Zionism 101. And it has benefitted Zionists to the tune of hundreds of billions of dollars, make no mistake.

This is part of my response to ‘be here, now’. The power of now. Expecting that your subconscious will provide you with the optimal response to every situation, without mentally rehearsing and planning ahead, seems overly optimistic to me. But we need a balance between this confidence in our subconscious, and the calm, alert, optimal state it provides, and the value of mental rehearsal, preparation, and planning. We need to ‘be here, now’, during the interactions, and most of the time. To avoid living many lives of suffering each life, during our mental rehearsals and preparations. We need to rehearse, make plans, and then get back to being here now. The planning is everything, the plan is nothing’. We need to discipline our racing minds, our unbridled thoughts. We need to commit X time to worrying, planning, rehearsing. Then ‘let it be’. Leave it to our subconscious to continue calculating optimal responses. So that when the time comes, we are not ‘loaded guns / trigger happy’, but calm and alert and positive. We are fully ‘here and now’, open to all opportunities, allowing our subconscious freedom to choose the optimal responses, from ones we rehearsed, and ones it came up with in the meantime, or spontaneously...we have to trust in it...it is

much more powerful than our conscious mind...it has unlimited programs it can run simultaneously, whereas our conscious mind is limited to 5 to 9 items, and can attend to very few of the impressions available to us...Compare how much the subconscious observes through our peripheral vision, compared to what we are consciously attending to...How many times have you reached out to catch something, like a football, or a dropped cup, without any thought at all...spontaneously...instinctively...and then how many times have you suddenly thought, 'this is hard', and fumbled, and dropped it...

Consider learning juggling. Once you get into the rhythm, it all flows without conscious thought. But to get to this state, you first had to (if you are like me), 'see' the individual moves involved. At first you see chaos. But when you break down the actions, and can 'see' them individually, you can then re-combine them, practice them till they become automatic, reflexive, muscle memory, and then carry on many other things consciously while calmly 'juggling'. The same goes with learning to drive, shoot, serve a tennis ball, cooking, or finding your way from A to B. The first times you need to pay close attention. Find landmarks. Break down apparently complex series of actions into their individual (often sub-group level is necessary i.e reflexive meaning like learning a 'riff' rather than trying to learn individual notes) actions. Often people have 'learned' these actions subconsciously, over a period of time, and never really considered what they are doing, or have forgotten all the 'steps' they progressed through. They first learned X, then Y, then combining them with Z, then added more subtle changes, and then found the most elegant / efficient way to 'do it'. These people often make the worst teachers. It takes a 'modeller' to break down their steps, and make them conscious even to the talented performer...or someone who learns slowly the hard way, by breaking down entire processes, then building them back up...people who are not 'easy' learners, and who thus develop skills the natural talent does not have, for 'explaining' and 'deconstructing' and 'breaking down into small, easier to learn and later re-join, units...

Some people were lucky to 'enter into it', and learn many things 'intuitively'. It was 'easy' for them. Others had patient, competent teachers who broke things down for them, into parts they could comprehend, master, then re-integrate back into the wholes they form. They can then 'replicate' and 'reproduce' actions, behaviors, and attitudes that appear to come 'natural' to the lucky few. Most of use exist in between the two extremes, for most things. We find some things 'self-evident' and 'intuitive'. We find other things 'mind bogglingly complex and difficult, even mysterious and impossible'. Lucky we still have a diverse population. And lucky there are 'modellers' out there, like the author of 'How to win friends and influence people', and Maxwell Maltz with his 'Psycho-Cybernetics' and Richard Bandler and co. with their 'NLP', and myself.

Learning self-confidence may at first be a case of ‘fake it until you make it’. Acting. Pretending. Entering a role. Vividly being that character. Until you become it. But it is important not to remain in the ‘faking’ start position. Follow through until you have complete integrity. Faith in yourself. In your subconscious. Until the act becomes real. The dancer becomes the dance. Just faking it won’t make it real. You can trick others, but not your own subconscious. At first it will be an act. But it has to become genuine. You have to vividly re-program your subconscious and conscious mind to be positive, confident, like those lucky few whose lives were full of positive feedback, where significant others always had faith in you, believed in you, valued you, were confident you would succeed, and offered every assistance and opportunity, resource, and support, to ensure you enjoyed a series of constant successes, overcoming setbacks, overcoming obstacles, finding solutions to problems, finding ways to compensate in one area by strengthening it, and finding alternative ways to achieve the same outcomes with the strengths available...Only when your subconscious and conscious are in true, genuine, authentic, agreement, harmony, accord, will the best you you can be emerge, and express itself, as a matter of habit, automatically, instinctively, naturally. Up until that point you need to rehearse, train, consciously direct, be self-aware of any negative ‘self-talk’, interrogate your subconscious for hidden self-defeating, limiting, sabotaging beliefs e.g I am not worthy, I don’t deserve to be happy, I am guilty, I deserve to fail, to be sick, to be a failure etc...THAT is the more conventional side of the therapy we are undergoing in this book...after that we then install NEW beliefs...we re-build a YOU that you WANT to be...it really is THAT simple...like re-programming a computer...

But first you need to comprehend TROONATNOOR, so that your super-computer does not use its powers in self-defeating, malicious, destructive, ways. We need to ensure your DEFINITIONS are correct. We need to remove ‘bugs’. Errors. Etc...

I don’t want to make a super-you that is ignorant, destructive, malicious, egotistical, and selfish. In other words ‘evil’.

Anxiety, fear of failure, fear of embarrassment, fear of losing face, all have their place. If disciplined to be ‘sticks’ to motivate us. But if we let them RULE us, our lives become miserable. Pretty much like most lives today are, sadly.

We need to be here, now. Full of positive expectations. But we need to use the power of now to go back and forwards in our time lines, to learn from the past, and to rehearse / plan for, possible futures. In a disciplined way that does not return to our bad habits of ‘wasting our lives worrying about the future, and reliving / regretting / punishing ourselves for mistakes etc in the past...we die a

thousand deaths by worrying about the future. We need to impose limits. Not end up wallowing in self-pity or self-destructive self-loathing / guilt / regret.

Balance. In all things moderation. Even moderations. We need to 'let go', and 'allow Dionysus into the city' regularly. In relatively 'safe and controlled' environments. And even sometimes take risks. That is REAL balance. REAL discipline is not to be totally 'emotionless' and 'in control' at all times. That itself is an extreme that shows a lack of true self control and discipline. Only people who FEAR losing control, failure, loss of face etc, NEED to have total control, be totally organised, totally 'in control'. They lose all joy in life. They miss so many opportunities. Sure, they may live a little longer, if they don't die of stress, frustration, irritation, despair, heart attacks, strokes, but they miss out on the whole point of existence. Life is an experience engine. It is not some struggle. Not some punishment. Not some purgatory. It seems that way. We have MADE it that way. But it does NOT have to be that way.

It MIGHT be some huge trick. We MAY be brains in vats, like in 'The Matrix'. We may be entertainment for some different dimension beings or aliens. We may be 'learning' lessons to allow us to ascend to 'higher' planes / dimensions.

But none of the positive possibilities are inconsistent with what I am trying to do here.

And the negative possibilities may be overcome by what I am trying to do here.

So either way. Just do it. Try and see. Really commit yourself to the process. Either way it will make the lessons easier to learn, you can 'pay your dues' quicker and get out of purgatory sooner, or you can 'outsmart' the tricksters who are playing games with us.

Oh, and nothing here is inconsistent with the best in religion. But most religion is malicious junk added to enslave you. So your masters won't be happy with me. But you can rest assured that any true prophet or 'god of love' would be behind me 1000%. I am not trying to empower you to be more powerful versions of your worst selves. I am empowering you to be the most empowered versions of your best possible selves.

Like Socrates, I think that enlightened people realise their true best interests, and become the best people they could be, which benefits them, their family and friends, their communities, and the entire world.

Not like some Semitic ideal of seeking power to enslave others to become mere means to their own ends. The success of this 'Judaism' / 'Mosaic ideology' lies in its appeal to the average person. Until YOU stop desiring to opportunistically exploit other sentient beings as mere means to your own ends, this Semitic ideal

will continue to bring war, chaos, suffering, misery, slavery, rape, genocide, and the worst of all possible universes. YOU manifest this world as it is through your innermost desires. Your thoughts. Your actions. No Jew world order could ever emerge, let alone flourish, without YOUR support, in principle. Until you adopt a vegan lifestyle, that is, one defined by the Optimal Ethics Generator, the sort of principles you would agree to under Rawls' 'Veil of Ignorance', the 'Jew world order' is going to strengthen, and repeat history, the history of the Biblical holocausts committed by the Jews, and realise the Jewish dream, openly expressed in the Torah and Talmud, of a world in which the Jews are the only beneficiaries, and all other non-Jews are relegated to the status we today relegate all the OTHER non-human species to.

That is why the 'Zionist 'Jews' hate me. Actually hate me as a person. They hate people. I only hate their ugly beliefs. Their ugly ideas. Their exceptionalism. Their racism. Their ideology of racial supremacy. Their proud history of genocide. Of exterminating entire people's and cultures. Their notion of entitlement. Their delusions of superiority. Their macchiavellianism. Their abuse of 'noble' lies. Their propaganda. Their usury.

N.B that the art of writing is to rehearse how different readers are likely to 'respond' to what you are writing. What will they understand by the expressions used? How could I streamline the entire process of communication, to make it more elegant, and thus decrease reader burden? Etc etc..

Advertising is about making you feel dissatisfied with your life. Inferior to the unrealistic models of perfection offered. The unrealistic good fortune of the actors in the commercials is designed to make you feel lacking in some way. The product is subliminally, subconsciously offered as the solution to filling that lack. Of compensating. Of enjoying the super-satisfaction the characters in the ad appear to be enjoying. If you don't have X, you are inferior, so go buy it, now, on credit. Only then will you be, and feel, 'O.K'. What are you waiting for? The happiness, success, and satisfaction you see on the screen is just the swipe of a credit card away!

Comparing ourselves to unrealistic benchmarks / base-lines / models dooms us to feeling unfortunate, dissatisfaction, and unhappy. David Hume demonstrated how happiness, the subjective feeling of being happy, usually reduces to feeling more fortunate than others, or to our past selves. In other words to be happy is to feel either that our own good fortune has improved, things are getting better for us, or comparing our good fortune favorable with others. Do we have more X and Y than others? Or than we used to have? Then we feel happy. Do we have less? We will tend to feel unhappy. Thus happiness either requires we continually have more of what we want, or more than others we are aware of. Comparing your figure, beauty, bank account, success, status, achievements, etc, with the

extremely unrealistic benchmarks offered by television, magazines, and so on, dooms you to feeling unhappy. We are usually only shown the 'best' moments of other people's lives. They are usually only happy to share these with others. They veil the misery, unhappiness, dissatisfaction, suffering etc and present only the 'choice' bits, the 'chocolate side'. So you are unlikely to ever gain a realistic basis for comparison. Don't fall into the trap of making comparisons. For every one person you know who 'has it better' than you, there are thousands struggling even harder, with even less, than you have. You are guaranteed of feeling better by turning off the television. Putting down that magazine. Going out into the real world and seeing how most people live. THAT will be the best tonic for your feelings of deprivation. And to counter any sense of entitlement you have.

That said, everyone is entitled to be happy, prosperous, successful, in their own way, in their own lives, and at the expense of no-one else. The working class taboo on being happy, on shining too brightly, lest it make others feel inadequate / less fortunate, can be very damaging. Sure, don't go around flaunting good luck in the face of the unlucky. There is no need to torture people. But sabotaging your own success and happiness out of guilt is insanity. Perhaps the Arabs have it right where their houses all face internal courtyards. From the outside they never flaunt their wealth. Never rub it in anyone's face. But they enjoy their private happiness.

Often we feel the need to 'impress' others. To highlight any success we have. Because deep down we feel insecure. We feel that others do not value us. Do not respect us. Consider us failures. So we want to make sure they see any success we have. In fact most people, in public, present a wealthier, happier, more successful image than the facts would support. How many 'happy' couples suddenly start demonizing each other? As if overnight. Suddenly they dropped the public pretense of 'happy couples' they had put on to impress family and friends. To avoid 'losing face'. To appear happy and successful. Even to seek others' envy. Most business people keep up a successful front right up until they declare bankruptcy proceedings. How many people maintain an ideal figure at the expense of their health? Of constant hunger, constipation, obsession with food, frustration, irritation, health problems, and abuse of tobacco, alcohol, amphetamines, laxatives, bad breath, and terrible moods? All you see is the perfect figure. You don't see what it costs that person to maintain it. We never see the price people have paid for their 'success'. Selling your soul to the devil is the literary equivalent. How many people 'sold out' their integrity? How many sold out their values? How many committed fraud, engaged in corruption, or live with terribly dark secrets haunting them, shadowing their apparent 'happiness', destroying their sense of peace and harmony, dooming them to constant sleepless nights, anxiety, and quiet desperation of being 'found out'? The biggest 'success' stories like Donald Trump are quite different to what you imagined. The idea of the 'self-made man' is usually a myth. Trump is worthless. Bankrupt. He was

‘created’, and is owned, by his Jew World Order masters. A puppet. The furthest thing from the ‘self-made man’. Sure he lives in luxury, but only at the whim of his ‘owners’. He will plunge the entire world into war if his masters decree this. And they plan to. Who would you rather be? Yourself? Or Trump? Sadly many of you would still choose to be Trump. Maybe he, and you, will learn something from the mass suffering coming, which will prevent you repeating this error in your next lives?

If you compare yourself to any other person you are going to come up short, if you focus on the ‘one in a million’, or on some particular aspect of their lives. If you compare yourself to Mother Theresa you will come up short. If you compare yourself to some movie character, you are never going to be satisfied. You will never be as brave, beautiful, clever, brilliant, talented, happy, etc as any movie character, as they are not real. Most ‘based on a true story’, and even ‘autobiographical’ movies stray very far from the ‘truth’. Take ‘A beautiful mind’ as a case. Not to mention ANY Holocaust movie. People in real life are full of imperfections. We want some hero’s, so we leave out the bits that don’t fit this sort of illusion. We want ‘The Allies’ to be the ‘Good Guys’, so we have to demonise the Nazi’s with propaganda like ‘The Holocaust’ which have no basis in reality. Otherwise how could the Allies be ‘good guys’, after the millions of women and children they firebombed in Germany and Japan? So the movies present false realities to us. Realities that conform with what we want to be true. To provide ‘perfect hero’s’ that never existed and ‘perfect bad guys’ who never existed. To simplify things. To draw things in black and white. To propagandise. To sell products and services and versions of history so a few people can profit. From the products, services, and the version of history. The Holocaust is known as ‘Shoa Business’ among the Jews. It is perhaps the single greatest piece of propaganda ever produced. The single largest ‘industry’ to have emerged from WWII. Profiting a few million ‘Jews’. They are selling guilt. Just like television adds make women feel guilty for not being perfect mothers. Or fathers for not being successful providers. Or adolescents for not wanting to go to foreign lands to murder children, women, and old people, in their sleep, as ‘war heroes’.

Failure in anything only demolishes the self-esteem of those who do not possess a healthy, realistic sense of self. Some people walk away from a public embarrassment or failure feeling a little embarrassed and foolish. Others go home and kill themselves. Most of us are good at some things and bad at others. But we don’t dwell on the bad. And when we make a fool of ourselves trying to dance, we laugh it off. Others repeat the event over and over in their minds, exaggerating it, embellishing it, and building up a fear of, and expectation of, future failure.

If you have a balance sense of self, a healthy, realistic self-image, you can brush off experiences that would devastate those with low self-esteem. Everyone got their self-image from experience, and how others treated them. Many of us are very unlucky to have had overly critical parents, and a lack of support in learning new things, or opportunities to develop social skills. But we can now replace that past experience with new experiences. Even go back and remove the experience that taught us unrealistically low self-worth, and expectations, and replace them with the sort we SHOULD have had, that we WISH we had had, that others with healthy self-esteem were lucky to have had...

Observers in audience often enter trance, and follow suggestions, including post-hypnotic suggestions. Hypnosis may occur spontaneously to avoid stress situations, including during interrogations i.e unwitting.

Hypnotic analgesia i.e surgery conducted using hypnosis as only pain relief / analgesic... not generalizable i.e only relatively few can enter deep enough trance...one failure of any hypnotic suggestion reduces chance of any future suggestion being effective...hypnosis can work, but not as post hypnotic suggestion i.e needs to be very specific, as general suppression of all pain would be bad idea i.e pain = feedback...and then ANY pain ever felt would reduce chance of any future suggestion working ... Simulators can tolerate more pain than those in deep trance, in studies...self-hypnosis to manage anxiety produced by solitary confinement...autogenous training represents sense / feeling of mastery / control ... cannot deprive of this power...illusion of control / mastery of situation cannot be taken away...training of what to expect if captured can give sense of control i.e takes away element of unknown / anxiety ... can't induce trance in resistant subject, and if did, can still lie / withhold information...hypnotic situation offers psychological chance at 'saving face' i.e relieve of any guilt at having divulged vital information...no-one can hold responsible ... no shame attached to... i.e 'magic room technique'...convince subject they are responding to suggestions e.g that hand growing warm, when hand being warmed by concealed heater, or that cigarette will taste bitter when wakes from trance, then give specially prepared cigarettes that have bitter substance added etc...

Manipulation

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Amnesia most popular 'simulated' illness among criminals...and P.O.V's...i.e claim head injuries, or PTST...genuine amnesia from head injury, acute infection, epilepsy, alcohol, toxemia, acute anaemia...usually immediately before and after...stupor, delirium, bizarreness...in and out state of awareness, falling in and out of consciousness...spotty memory...inability to acquire Vs recall info...recall very isolated events from period.. retrograde usually of very short duration, and only few seconds / minutes, though up to 24 hours, memory loss...even entire life...and aphasia i.e inability to do things use to take for granted...sometimes loss of identity...retrograde amnesia rarely more than very close to event that caused e.g seizure, head injury ... usually limited to period surrounding time of the injury...may result from psychic trauma...hard to determine hysterical Vs 'real' ... anxiety provoking experiences...in real patient they wishes to fill in gaps, but overcome with anxiety and fear as approaches events / experiences leading up to trauma...neurotic tremulous, restless, over-responsive, poor appetite, sleep difficulties are correlated symptoms...faker often argumentative, demanding, evasive...lifting conflict can lift amnesia... narco

analysis effective on neurotic when given barbituates, as patient WANTS to remember, and sodium amatol helps them regain memory of traumatic episode...faker does not want to recall / always negative / barbituates don't work on...Sodium amatol leads to fabulizing in fakers...Most control subjects able to NOT confess, so assumption is that truth serum's merely prop to allow person to volunteer without loss of faith...deception possible under truth serum...neurotics groping for answer, upset when can't recall...as attempt to recover events, in discussing period near amnesia, breath rapidly, may cry out, usually perspire, get tense / rigid, move convulsively, intensity of emotion unbearable as approaches climax of story i.e under sodium amatol...physiological reactions not shown by simulators under sodium amatol...though some neurotic / hysterical show little overt anxiety etc...several sessions often required to recover trauma...hysterical Vs simulated therefore revealed by narco-analysis...honorable / face-saving opportunity to tell truth...sodium amatol won't work for damaged brain or acutely psychotic individuals...interrogation likely to provoke simulation...conflict of interests ranging from threat to life to loyalty to own side...prisoner must be careful as may lose value to interrogators if simulates inability to be of any use i.e can't remember / mentally ill / unreliable source of info...incompetence thus potentially life threatening...so simulation may produce worst outcome...in criminal arena, can produce better outcome i.e reduced sentence, but fear of worse outcome i.e mental patient worse than prisoner...If interrogator can earn goodwill of prisoner, can promote desire to please / guilt ... to influence behavior...'the one person helping them' ...

Short jail term Vs indefinite medical incarceration, electro-shock, lobotomy etc...

Prisoners on same ward coach / train each other how to 'trick' judge and jury...cross-fertilisation ... may even hear back about what worked and what didn't...lawyer clearly will provide with such information / feedback...

Prisoner may pretend the 'cure' worked, and recovered memory, to avoid having to admit was simulating / malingering ... or continue simulation, while providing information requested, so never have to admit...benefits of 'medical care' with better treatment / privileges ...

Symptoms may be mere exaggerations of latent tendencies i.e first faked, shows up as real illness later...Ganser state may be produced by fear i.e to avoid...so must be careful interrogation does not produce Ganser state which is NOT simulated ... feigned...really only a confession or 'catching out of character' will reveal ploy / simulation ... but some real mentally ill may pretend were simulating, so no way to know for sure...i.e faked confession of really mentally ill...

Risk of producing genuine 'Ganser' syndrome gives the advantage to the potential simulator, in P.O.W interrogation etc situations.

Fake 'magic powers' by drugging, then after brief period unconsciousness, pretend that during that time they divulged information, so give up trying to fight it. i.e pretend have power to do X, so they make admissions...i.e trick...situation effective 'noble lie' ... in reality you can lie under hypnosis, withhold info, only do what want to do...i.e faked 'hypnotic situation' i.e 'magic room'...trance cannot be induced in resistant subjects...but can be induced without their awareness if trust / rapport exists...i.e in hostile situation unlikely to be able to build rapport...bad cop / good cop attempt at this...relieve person of sense of responsibility for own actions i.e can now do what really want i.e tell all, not responsible for...can avoid negative consequences, be rewarded by captors ...

Shared success leads to conformity, and feeling that others dependent on you...also if finds group attractive, or feels groups likes them ...high group cohesion increases conformity ... even if group fictitious i.e notes sent between assumed group members...rapport increases conformity...shifting of opinions towards other group members in high cohesion...feeling of high acceptance by group / shifting towards group view / publicly expressed views...least secure members most susceptible to rejection of group more likely to shift...telling participants they are least accepted and lowest performing can lead to increase in conformity / shift ...high cohesion increases pressure to uniformity / shift / conformity ... telling there is a correct answer, can increase pressure to uniformity, or that task is important...group penalty increases readiness of individual to shift opinions i.e don't want to be the 'one out' responsible therefore, if wrong, for group penalty...anxiety and insecurity increase likelihood...failure in past increases tendency to shift to group, even if only one other person...success decreases tendency to shift...if group failed in past, decreases shift / conformity...If confederate/s reported 'correct' in past increased shifting...prior individual failure on same task prior, increases anxiety, and susceptibility...anxiety increases susceptibility to pressures exerted by others...individuals who experienced late independence training as infant, more prone to shifting ... college educated women less prone to conformity / shifting than men... sleep deprivation and thirst impact ...

Malingering / faking illness – disorder ... sometimes pretending acting i.e real disorder ... attempt to avoid undesirable outcome ... commit murder and feign / simulate psychosis to escape / reduce punishment...captured soldier P.O.V may feign illness to avoid obligations, escape sense of responsibility / guilt ... more extreme circumstances lead to 'forgiven' by self and others ... 'not themselves'... i.e enduring personality traits 'bypassed' by extreme conflict of needs... simulator portrays symptoms as they understand it...can learn from others when confined to mental institution and other malingerers...today from internet...faking low I.Q ... mental incapacity...

Trance individual holds strictly to rules and expectations of their culture i.e won't break taboos just because put in trance...culture specific...even hallucinations tend to be 'shared' i.e 'cultural artefacts'...

Malingering often presents rare symptoms public identify with the mental disorder, but which are rare i.e feigned psychosis ... overdramatisation, overly bizarre, calls attention to 'disorder', Vs real sufferer tends to avoid this, seeks to be 'saved'... need to maintain simulation over time, as no way to really 'tell' if acting ... real disorder often unwilling to discuss symptoms, but will talk about at length with sympathetic listener Vs actor keeps drawing attention to i.e 'look at me, I'm crazy', and delusions vague Vs vivid...hallucinations auditory and visual rare in schizophrenia, and usually associated with tremors, slurred speech...thought disturbances...psychotic depression hard to fake concomitant physiological traits, loss of weight, constipation, sleep disturbance, loss of weight, lowered metabolism, temp, dry skin and hair, lower red cell count...though can actuate some of these changes if motivated i.e psychosomatic...self-reproachful / self-condemning...need to be slow in reactions... drugs and sympathetic listener can lead real sufferer to re-live experiences i.e recall 'forgotten'...faker usually slow, puzzled, unaware, unable to answer simple questions...and inconsistent i.e observe secretly to see if departs from behavior in private...good actor behaves consistent...and even psychotic behaves differently in private than public...mutism from psychosis / hysteria / organic brain disease usually withdrawn, unresponsive...faked mutism hard to maintain, but hard to detect...narco-analysis hysterical patient can speak during this, while actor remains mute...faker often unco-operative / suspicious / cautious / mistrustful, but so are true paranoids...complains of illness etc to forestall / avoid examination...being too alert and watchful...those who lied in detectors reluctant to take test, tried to postpone/delay, anxious and hostile to test and examiner, evasive tactics like sighing, yawning, moving about to obscure recording...felt obliged to explain why would appear to be lying...lead to suspicions in tester...psychopaths show little anxiety, often cool, reserved, non-reactive...exert effort to avoid ... Thomas Mann's hero pretended wanted to get into army, and feared his epilepsy would be discovered, (which he was faking)...

Can suggest infallible cure available to see if actor avoids it / fears it...can lead to admitting defeat, and admitting simulating / malingering / faking it...

Rohrshach test used to detect simulation...i.e how to predict what interpretation expected of someone with their supposed condition? Hard to fake that. MHR or pretend this is so. Increased reaction times clue that trying hard to work out what 'expected' of them. Easier to appear disturbed than well adjusted?

Ganser syndrome...person appears psychotic but behavior similar to simulator / malingering...bizarre, wear clothes inside out, ... unable to answer simplest

questions precisely, but gives one wrong, but not too far long i.e 11 months in year, cat has 3 ears, patient not upset when told wrong...seen as non-conscious attempt at evasion i.e NOT consciously deliberate...or way to avoid real psychosis ... between faking and hysterical states...intolerable stress / helplessness...throw off sense of identity and responsibility...not purposive deception, but hard to differentiate between deliberate malingering and Ganser syndrome...Ganser only answers odd answer when asked question Vs actor volunteers up ... Ganser responses approximate correct answers, and more able to adapt to life in institution ...

Electroshock 'therapy' successful within few sessions, on Ganser patient !

Mental deficiency / feeble mindedness / not responsible for acts ... reduced scope awareness and discrimination 'right and wrong' and consequences of acts...

Defective usually avoids many IQ test question...faker often fails questions too easy and gets some right that shouldn't be able to...often scores too low, though answer too slow on easy, too fast on 'hard' questions...fakers do too well on some things...administer twice to see if inconsistent i.e changes answers to individual questions...ask hardest first, then go back to simplest...if cannot do simplest, probably faking...fakers often perform correct arithmetic, but then spoil answer deliberately, Vs real uses wrong methods...performs wrong operations...fakers do too well on vocab, and similarities, but do badly on comprehension, i.e makes wrong assumptions about 'feeble minded' ...

Timeline therapy and the basis of personality. James and woodsmall.(expansion on work of Bandler)

Assumes people have a 'core' personality ... but NLP concept is that personality is just a story / narrative / compression of accumulated 'learnings' and imprintings and installations, that is totally fluid, and can be deliberately replaced...easier in trance as conscious resistance bypassed...but anyone can re-install a new personality...

People represent time differently, but in two basic ways, as 'in-time' where part of their time-line passes through them / behind their eyes etc, or 'through time', where all of their time line is represented as being in front of them, so that they are dissociated from 'now' rather than Zen 'in- the here and now

Meta-programs another term for 'noetic structure' or 'filters' that filter incoming data, direct attention towards and away from particular potential impressions / data and so filter out, exclude, include, distort, omit, color, etc incoming impressions and thus the persons models / views / values / definitions / experience / subjective reality...

No need to assume 'sensory data' comes from some speculated putative 'outside world' i.e notion that some objective 'basis' reality exists 'out there' which 'truth' would represent a 'convergence' with i.e truth is convergence between subjective and objective reality...in some particular dimension / aspect / 'fact'...i.e with supposed 'laws of nature' and 'physics' etc...though quantum physics sort of discounts the very notion of any objective reality independent of an observer i.e subjective experience of it...

But if we know the subjective reality of a person, their prejudices, experiences of life, backgrounds, education, indoctrination, socialization, we can predict their behavior to some degree, and find 'common ground' and rapport, and communicate with them in their own terms, in ways more compatible with their definitions and assumptions etc...reveal to them flaws in their models...using

their own language / codes / symbolism ... Vs 'talk past each other' and make globalizing rejections of them as a person, rather than some of their ideas i.e my Anti-semitism Vs the propaganda definition of irrational hatred without sound basis i.e desire to hate someone etc...

Values as different from beliefs? MHR indicate what value by what willing to sacrifice, risk, labor, bleed for...most people do NOT really value what claim to, nor believe what claim to...belief is so strong a certainty that you act according with it e.g belief in gravity Vs belief in god / that bible world of god etc

The divergence between what we claim / imagine we value and believe, and what we actually do, are, clear in our 'actions'. Of course we have value and belief hierarchies. For most people survival is valued more than freedom, and they will live as slaves rather than risk death by rebelling against their masters. People claim to value honesty, but this is a low priority when it comes to competing values like survival i.e there are few categorical imperatives outside of survival...though in 'heat' of moment sexual urges often place it higher in the priorities ... the species with this instinct had better chances of projecting themselves into the future...those species that failed to reproduce fail, no matter that each individual, avoiding the risks associated with sex e.g vulnerable during mating, fights over mates, death in childbirth etc, lived as long as their hearts were destined to beat / programmed by genetics to function, would go extinct within the lifespan of the longest living individual.

So key to discover REAL values and beliefs, as Jesus with the fig tree, rather than bother with self-delusions of interlocutors. Better to target their real values and beliefs, than those offered, while avoiding confrontation i.e person claims values justice, but really wants cheapest price, so you offer that with the cheapest price, while playing up some imaginary 'social justice aspect' of that that product as a 'moral masturbation' for the buyer...they can pretend they are 'good' and 'nice' and 'superior', while getting what they really value, the cheapest deal possible.

Right and wrong, no matter how people kid themselves, and reframe it, spin it, play games with it, ends up being 'what leads to my benefit, pleasure and relief, and avoids my pain, cost, discomfort best. THAT will be what most people, in reality, define as 'good'. No matter how they spin it. Go along with their masturbation, it feels good to them, but target the REAL implicit / unspoken / tacit values of 'good' and 'evil'. The Exclusivist / exceptionalist Judaic tradition a.k.a 'Mosaic law', if you recall, only applied to 'Jews' i.e to those in the group, and was immediately brutally contradicted by Moses and his men in butchering thousands of their own people, (maybe Akhenaton and his Egyptians massacred the 'Jews' who had joined them...in reality)...and then immediately Yahweh

ordered Moses to commit genocide, which later Joshua carried out (as the messiah of the Jews...Joshua – Jeshua- Jesus

MHR because personality appears ‘fixed’, any changes made appear ‘miraculous’, but it is really no more miraculous than taking a computer program into which someone has entered faulty data, and correcting that data...or re-programming a robot from being a terrorist / soldier / genocidal murderer, to being a nurse, doctor, teacher, carer. It was just that people were told ‘personality is real and fixed’, and very few people ever got the chance to ‘change’ i.e history of serfdom / slavery / inherited social status / job/ position/ roles/ sexism/ racism/ all forms of chauvinism from ‘chosen people Jews’ onward...

You don’t have to understand higher mathematics to make your arrow hit a target. Heuristics is about patterns of behavior that achieve their desired result e.g hitting a bulls-eye. You model Robin Hood, find out what makes him such a great archer, and then formally describe it in words, pictures, sequences, and model the actions, and anyone can learn what he does, thinks, imagines etc that leads to his success rate...and if they have the necessary strength, hand-eye co-ordination (which is self-fulfilling prophecy mostly of practice / and self belief motivating practice and overcoming obstacles / difficulties), then anyone can achieve similar results. Same goes to top achievers in sales, in music industry, teaching, learning, etc ... any field of endeavor...any behavior...and set of actions, skills, abilities...

So heuristics side-steps the whole debate about ‘reality’ and ‘facts’ and ‘truth’ and ‘proof’. We don’t have to claim to understand WHY the elements robin hood naturally displays / the behaviors he has learned, inductively and deductively, consciously and deliberately, and unconsciously /seemingly intuitively, and by pure accident displayed instinctively...we are interested in that they DO...later we can see if we can work out the WHY, to improve on them, apply them to other fields, but Heuristics is about ‘attaining end goals / objectives / states. Like a rough map that gets you from A to B without sinking in the bog marsh forever, drowning in the lake, dying of dehydration in the dessert etc..it doesn’t have to be a one to one representation...just a sketch that serves our purposes, for now. Later we can add details as needed, depending on our intentions and needs.

You don’t need a theory of gravity to ‘learn’ how to ‘work with’ the apparent force of nature we call gravity. Whether it exists, and operates how we imagine it operates, is not of much interest to Heuristics. That we get the results we want is key. Gravity may be a collective consensual agreement among atoms to ‘act in that certain way’. Maybe they’d be embarrassed not to comply. Maybe they’ll get in trouble with someone? Maybe they just learned this way of acting, and took it for granted as natural, and normal, like it is for U.S citizens to pay taxes, and

fight wars for Israel, and to let their own government get away with murdering 3000 U.S citizens in a few hours in N.Y.C on 911, while murdering millions of Iraqi's for that crime? Doesn't matter. To seek truth, you don't ever need to assume truth exists, or can be found. All you care about is, will X lead to Y? I want Y, will X do the trick? Heuristics. Rules of thumb. Even David Hume acts as if cause and effect relationships are real, and objects are real, in daily life. But like a true Zen practitioner, he never limits things to what they appear to be to our limited human conception. He is skeptical. Which means always seeking. Always open minded to the possibility that things are nothing like what they appear to be, if they actually exist at all, outside our own thoughts.

I have thoughts, therefore I am? Thoughts exist is more precise. We think everything into being, at some level. Some things argue back with 'pain' i.e walk into a wall you don't believe in, and it will communicate with you that it insists on 'existing'. But all you really have is the feeling of resistance/ even pain. Feelings exist. But they are all generated in the mind. Everything ultimately is.etc etc

The earlier model of how we communicate with ourselves and with others from Cognitive Psychology, was developed by Richard Bandler and John Grinder. It is called Neuro Linguistic Programming (NLP)

NLP assumes external reality, but no need to. Actually 'reality' as we know it makes more sense if you don't bother assuming this unnecessary step in the process by which we form our beliefs of TROONATNOOR. Like assuming some God 'created' the world, and then having to explain who / what created this 'God' It is just as simple to say the world always existed, in some form, and merely changes from one form / state to another. We know that our final experience is generated in our minds. Maybe the entire experience is a thought process. And the 'brain' is just another 'thought' that plays its part in producing a compelling 'reality'. A game. An experience engine. In a virtual reality we suspend disbelief, and occupy 'bodies'...to make it seem more real, we could easily program the ability to cut open these virtual bodies, showing virtual brains, and the virtual participants could be reassured that, yes, the reality is finally experienced in here, in my brain, but there really is a reality 'out there', external to that brain. Just another prop to make the narrative more believable , more real, more compelling as entertainment, maybe edu-tainment. Maybe we are teaching ourselves something here. Or someone else is. Or its just game stuff. Either way, adding the notion of 'external reality' is really just saying that 'there are some thoughts we are all compelled, by fates worse than death, to accept as 'unchangeable' i.e as 'concrete' i.e as 'real' and outside of our social reality i.e some definitions that form the basis of the game we play...the 'field' we play our game on, with the 'gravity' and 'laws of equal and opposite reaction' necessary to make all forms of ball games possible / fun / predictable i.e you can change the

rules of the game, and be playing soccer, or tennis, or football, or hockey, or golf, but the rules of 'The Game' are fixed, for the duration of our gaming experience. Rules like gravity let us design games around them. If every player could chose their own rules arbitrarily, you'd get chaos, the games would be less satisfying if you could change the rules so that now you can use your hands and not just your feet, now you could fly, now you could push and shove...cheating...virtual games have 'cheats', but only a few...if everyone could chose their own rules, from moment to moment, it would be like playing card games or ball games with people who kept changing the rules...frustrating,,,no fun at all...

Distinguishing between conscious and unconscious is a similar class of action / distinction. Imagine being aware of every rule of nature, every frequency of the EM spectrum, every sound, every sight, every smell, every cell in your body, the firing of every synapse, every organs functioning , every heart beat...whew...like sitting in a theatre and being aware of every sound everyone is making, smelling every unique scent, seeing every facial guesture of every person...no...you want to focus on the movie...or on your coffee...or on your orgasm...or on your favorite song, even the lead guitar bit here, the drums there...and imagine the boredom of having to constantly monitor every body process, to ensure that your heart rate matches your needs at the time, the flow of hormones, adrenaline, etc calibrated perfectly...each individual muscle co-ordinated to produce each indivudal step...well of course you'd prefer to be more conscious of some things, and less conscious of others...to do some things 'automatically' without attending to them explicitly, unless they got out of hand e.g racing pulse, muscle cramp, need to calm breathing...or need to get sexually stimulated to satisfy someones insistent demands or paid for enjoyments...

Unconscious implies you are not conscious of them. But in fact your mind is constantly monitoring and calibrating and adjusting. Right now you are conscious of millions of things that you don't attend to. Like things in your peripheral vision as I write this. The pressure on my butt, back, legs from the chair, and each stroke of the keyboard...I am aware of some of these things...from time to time...but then I become focused on the ideas flowing, and forget, for hours at a time, to attend to anything else...suddenly I become aware of an aching back, aching bladder, blurred aching eyes, tension all over my body, cramps in my writsts...these are all common 'trance' experiences...really meaning my active attention was so narrowly focused on my thoughts and writing this, that all other impressions / sensations were blocked out...but they were there...and they made themselves felt when they became severe...drew my attention to them via discomfort / pain etc...

So there is no real fixed thing called an 'unconscious'. It is simply those elements of the minds / (if you want to assume a brain actually exists, then brain too) activities that we don't normally attend to. We leave it to do its work without

shining the narrow bandwidth of our attention (what we usually call our conscious mind) onto it.

Which can be fine, like trusting your government. Allowing it all manner of 'secrets' and 'powers' and 'lack of scrutiny / oversight / transparency'. Until one day you realise it has gotten out of control. Gone rogue. A shadow government has taken control, and is behaving in ways you never intended it to, never wanted it to, never gave your consent to, leading you to war, crisis, and destruction.

The same happens with parts of our mind. It is a good idea to do an 'audit' now and then, to see if it is producing the results / the government / the security and prosperity, you want from it.

Most government functions emerge over time, in the shadows, without any real attention given to them...so boring...and rarely do we deliberately and consciously audit them ... most functions just emerge without anyone paying attention...

Our minds are the same...what we call our 'personality' and 'beliefs' emerge over time, are installed, conditioned, learned and reproduced...sometimes deliberately when we choose to undergo training, education, therapy etc...more often haphazardly, ad hoc...so it is great to take an inventory of our minds, like we should of our governments. WE cannot allow any part of it to remain 'secret'. We have to audit all of it. Interrogate it. See if it is doing what we want it to do. Are we happy? Satisfied? Motivated? Enthusiastic? Healthy? Are our habits taking us where we want to be? If not, we can do an inventory, interrogate them, uninstall some programs, install some new ones, update some definitions, rewrite some code, and so get our systems up and running more optimally, generatively, productively.

We need to do the same with our governments that we are going to do, in this guide, with our minds.

Clear out the junk. Throw out the bath-water. Clear out the toxins. Remove the poisons. Redecorate. Re-define. Re-construct. Re-calibrate. Clear house. Clear shop. Get back to the very basic fundamental basis and move from there. Until we have the 'personality' and 'government' we deserve. One that is most likely to bring us the happiness, joy, prosperity, peace, and life experiences that we imagine we, or some creator, originally intended, both for our individual lives, and our social lives, as a species, as a planet.

Everything you need to do to optimize your own life experiences, needs to be done to optimize our collective life experiences i.e apply this guide to our own lives, and to our governments.

MHR notion of 'sensory input channels' another 'heuristic' notion, not justified (like cause-effect or free will are NOT justified) by inductive reasoning i.e interrogation of the observable facts ... but assuming molecules exist external to us, and photons exist, and air exist through which a narrow bandwidth of vibrational frequencies travels, and that objects exist (at least as independent qualities of texture, density, mass etc), then we have 5 basic human senses, or 'modalities' of impression/ input / awareness/ consciousness/ experience... We see, hear, taste, smell, and touch, using Visual, Auditory, Gustatory, Olfactory, and Kinesthetic representation modalities / systems respectively.

We assume these inputs arrive from outside of our own body, and thus brain, and 'mind'. Our brains compute an 'internal representation' of the impacts of sound waves on our ear drums, patterns of photons on our retina, molecules on taste receptors on our tongues, and smell receptors in our noses, and nerve cells all over the surfaces of our external and internal organs, from our skin, to our tongues, eyes, digestive tracts, etc... which we experience as sounds, sights, smells, tastes, and tactile feelings (as distinct to 'emotional' feelings)...

Give example of chillies and fire, drugs/ alcohol i.e of external substances and receptors not 'intended' for them...but which activate same neural networks / gestalt nodes

We generalize data to compress it...for storage, decreased processing time, efficiency...but at a cost of 'loss' of detail ... same as MP3 or MP4 compression algorithms...lose some detail, but smaller data size for storage and transmission and decoding...draw global generalisations from very limited instances...speeds up 'learning', but often at cost of validity i.e prejudices, knee-jerk reactions all survival value, but at some point start costing more than worth...are all gypsies more likely to steal? All priests corrupt rapists? All politicians liars? All men stronger than all women?

We selectively pay attention to / attend to / are consciously aware of, some things, at the cost of other things, which we overlook, at least in terms of conscious attention...though often those impressions still reach our minds, and are stored...debatable how much we store...everything?... or do we really 'delete' anything, to save on system resources? Otherwise we would be overwhelmed, consciously...limited RAM i.e 5 to 9 pieces of information, parallel (MHR good spelling exercise...break into Par all el. And see as 3 words).

Values can be positive i.e what you DO want, or negative, what you want to AVOID. Attraction and repulsion. But subconscious mind only works in positives ... i.e no idea of good and evil...so never visualize what DON'T want, as subconscious will only see the image in your mind, and realise it i.e target obsession / telegraph poles. And 'Law of attraction'.

MHR most people's values inconsistent / conflicting e.g I want to avoid being enslaved, but wish to enjoy the 'benefits' of slavery i.e be beneficiary of something, but never the victim, gain the benefits, but never pay the costs...free rider...moral hazard (exceptionalism) occurs where some system / mechanism makes this possible e.g 'society' and 'religion' and 'government' and 'coercive states'...all best exemplified by the one of the original exceptionalist creeds / religions known as 'Semitism' i.e 'Judaism'.

MHR 'Belief'...'I believe'...not usually based on any conscious reasoning...just 'oh yeh, that's what I've been given to believe / told to believe / told others believe '... i.e mere acceptance ... sure I believe X... meaning nothing at all...next moment will believe Y, or Z. Different level of totally 'imprinted' ; conditioned, learned 'beliefs'...basically used synonymous with 'accept' or 'assume' ... without any basis...couldn't explain why...what process lead to this conclusion ... just about 'consuming' or 'adopting' or 'wearing' the belief...so people don't really act according to it, in private, when unwatched, feel free from public censor ... beliefs are not even emotionally binding / compelling...just airy fairy words...mere utterances...not given much thought...barely impacting on behavior, and easily swept aside to satisfy some impulse or urge e.g 'belief' in justice, freedom, equality, freedom, truth...

A conviction, when real, is more compelling of congruence and convergence, but often competing / conflicting convictions present, so clear the person has not evaluated either, and sort any resolution i.e synthesis...more an emotion than an intellectual property of the person...it is a feeling, not a conclusion of any mental process of reason / interrogation... like a conviction that some religious dogma is 'fact'...like a 'mind reader' being convinced they can 'call out' a liar, a lie...or see the future, or predict which horse will win a race...

So as a philosopher I find the word 'belief' to be empty of content, devoid of meaning...just an utterance, and conviction just a feeling, and as irrational as any other emotion...

If you believe, the belief compels you, like a belief in gravity compels you to not to step off a cliff ledge, or leads you to anticipated, with full expectancy, that something you dropped will head lower in altitude, so that you reach lower to catch it...or that anything thrown into the air, like golden coins, can be expected to fall back, so you calculate likely projectories for it, and landing spots, rather than start to climb a tree to catch the gold coins as they fly off into space...

Attitudes? 'how you feel about X'? To 'cop an attitude? Surely they are just behaviors? Postures? Defensiveness, pessimism, assertiveness, malice, are all attitudes?

Memories...when not precise, often form around a locus gestalt node, and are accesses as wholes...so that parts of distinct memories appear to form / are accessed as, a gestalt...as if part of one experience...for better or worse...efficient form of compression...if 'learning lesson condensed' ... but generalisations all risk being invalid...n.B ;cause and effect is a gestalt...formed from a pattern interaction – outcome experiences...doesn't exist...except as a gestalt..the generalisation that so far, X+Y gave result / product Z.

Personality appears combination of push genetic pre-programmed behaviors / impulses / drives / desires / needs / wants ... and conditioning based on experiences i.e 'memories'...more precisely HOW experienced and WHAT learned...i.e subjective construction...often erroneous e.g easy to learn 'I can't learn', 'I'm dumb', I'm unlovable, I'm useless, I'm unwanted, I can't get what I need / want...i.e series of experiences/ being told that / misinformed / brainwashed...these are all like a book that can be rewritten by NLP i.e replace / displace sub-optimal with more optimal 'experiences' and 'learnings'...history is just what happened...random...can rewrite history and free ourselves from it...not like Jews and Allies rewriting history of WWI and WWII, to demonise and destroy Germany, and justify their own war crimes...but giving yourself new impressions / conditioning / learning e.g 'fake it till you make it'...to have no respect for content of past experiences...they are just shit that happened...if they have limiting impact on you, then replace them with better, more optimal ones...escape history

A limiting belief is an assumption that was 'fixed' at some point, consciously or unconsciously, as a 'decision' of the conscious mind, or not-conscious parts of it, especially in early years before conscious, rational mind developed...i.e definitions of 'danger', 'threat', 'food', 'security' etc learned without words, rational conscious deliberation...very key to survival...i.e so learned quick, that fire burns, mama hits, daddy hits, rustle in leaves could be tiger ...any member of species with such ability to generalize quickly, and avoid risks, ensure benefits, will more likely reproduce that impulse in their offspring...until it comes to define the species...as a 'typical' impulse / instinct...no 'for' or 'to' or 'design' or 'intention' required to produce instincts like this...as I say, many species exist DESPITE their impulses, so functionalism is bunk...an illusion imposed upon reality...like creationism, design etc

Any belief, decision, value, attitude you have that you don't interrogate i.e take for granted, as natural, self-evident, or totally blind to i.e totally non-conscious strategy / definition / plan/ decision, risks being suboptimal. You may have survived because of it or despite it. In any case your current situation may be very different to the ones which gave rise to the original ones...in which case, whether you survived because of it or despite it, you have good reason to revisit it, make it conscious, interrogate it, see if it is optimal to your current and future situations

or not...see if you can generate better outcomes...new strategies...if beliefs etc limiting you, or helping you...

N.B people with less fixed beliefs more open to being 'manipulated' , or 'enlightened', either way i.e more flexible. Having expressed public commitment to beliefs, they are loathe to renounce them i.e 'lose face'...people often stubbornly refuse to reject clearly erroneous beliefs / attitudes / values e.g racism, sexism, chauvinism, exceptionalism (most people are to some degree i.e only 1% vegan, so 99% exceptionalists when comes to freedom, justice, freedom from slavery and violence and torture...etc

Often someone who has changed their publicly expressed beliefs, will be loathe to change again, for fear of losing face i.e admitting wrong, ... often hold new beliefs just as irrationally / emotionally rather than rationally

we have investments in erroneous / sub-optimal beliefs...true ZEN and skeptics / scientists NEVER get emotionally invested so far that they resist scientific method of seeking to prove something wrong, rather than the typical human motive of seeking to prove what they already believe to be right...often going to huge lengths to ignore, censor, even criminalise and persecute truths that appear to contradict them, threaten to contradict / reveal to be wrong...

e.g 'lessons' learned, definitions set down, in times of war, famine, poverty, extreme threats to life, etc, often totally misplaced later... good intentions of not-conscious mind, and conscious mind, can be validated i.e I took the best decision / course of action / strategy I could find at the time...so no need to 'lose face'...just 'correct' i.e 'improve' based on better information, / changed conditions / situations ...

Any internal representation we make / model / noetic structure / definition of reality / gestalt we produce will impact our mental / emotional state, and psychosomatically, our health, our posture, our muscle tension, even how much effort we put into basic things like articulating words, lifestyle choices, effort in diet and exercise, in getting training and education etc... watch someone interpret your action wrongly i.e as aggression or rejection or mocking, and see them suddenly change before your eyes...harden, stiffen, poise for flight or fight, color rising in face or disappearing...all these are external signs / behavioral indicators for an internal representation they have made of your intentions / behavior , which are often totally wrong i.e what they 'read' in your behavior does NOT reflect the response you are witnessing...their interpretation of it...often wildly wrong...shocking...so you look at someone neutrally, and they suddenly act like you have insulted them, threatened them with violence, and they flare up or shrink back dramatically...

MHR spelling strategy...break up dis app earing into three distinct visual groups, and remember the image and sound of the three parts dis app earing..like par-all-el parallel ... i.e stupidly spelt English words...

Our behaviors are 'triggers' in others...Always our utterances or non-verbal communications / behaviors trigger the production of internal images, visuals, internal voices, internal states like fear, desire, hope, ease, dis-ease...we transmit A, but they often construct B from these transmissions...because we are either bad at transmitting i.e not good 'actors' i.e are inhibited in our body language, tone of voice etc...or because our meanings are not shared e.g words / connotations / denotations...people often hypervigilant to something, and any part of that 'gestalt' can trigger the entire gestalt...often gestalts share common elements...but by selective perception / attention, those elements taken out of their gestalt / intended / authentic locus, and trigger a different gestalt...as each person has different experiences, definitions...same X can trigger gestalt 'acceptance / approval / security' or 'rejection/ abandonment / threat', depending on recipient / observer / person...

N.B even our 'teachers' and 'trainers' and 'coaches' and 'parents' and 'peers' unintentionally install limiting beliefs / sub-optimal definitions of TROONATNOOR etc in us...with best intentions...trying to save us from disappointment, or protect us from dangers / threats, ... but often enough malicious in intent i.e intending to harm us, and limit our future prospects i.e envy, jealousy, between peers, 'friends', family, siblings and even parents...

Concept of 'threatening' someone...being perceived as a threat...to their self-definition...sense of self-worth...historically proven that the 'best' people are often destroyed by the 'lesser' people...like Socrates, Aristotle, even Buddha poisoned, and Jesus crucified...pacifists murdered and their families removed from the protection of the law (out-lawed literally)... key to understanding world, for anyone seeking idealistically to model it into better shape / form...it is logical...your better represents competition for perceived scarce resources...all ideas of 'protectionism' Adam Smith attacked / warned about typical of human nature at every level...if you want to keep some benefit for yourself you are 'jealous' of sharing it, so seek to monopolise it as best you can...limiting access to knowledge, resources, ideas, money, training, education, employment...if you want what another has, so that you have it, and they don't, you are envious...and seek to take it somehow...traditionally by direct violent force or threat to use it...today by more sophisticated forms of violence called 'finance' and 'law'.

The internal representations we make of experiences / events / situations / conditions / explicit statements made by significant others deliberately seeking to 'train' or 'educate' or 'condition' us, are subjective...constructions...active constructions...often divergent from 'objective' 'external' 'reality'...rarely

completely corresponding to the 'inputs'...and in all cases including 'affects' e.g happiness, fear, terror, ease, comfort, sense of security / acceptance / approval, threat etc...which forms part of entire 'gestalt'...and often any part of the IR can be triggered by merely one of these elements of it, as subjectively 'interpreted' / received / decoded by actor... i.e a feeling can trigger the entire gestalt...over and over...until it becomes other peoples', and our own, notion of a 'personality trait' e.g indecisive, neurotic, anxious, over-sexed, fearful, phobic, confident, outgoing, introverted, extroverted...i.e notion of 'personality scales' all assume some sort of 'real' fixed, concrete, limited 'personality'...when all there are are loci of gestalts...lots of independent qualities/ attributes triggered by impressions as wholistic gestalts i.e which have some trigger as their locus...i.e no unity of 'personality'...just bunch of potentials that can be triggered and expressed...but also changed totally, so that appears miracle of 'loss of phobia', 'overcoming fears', 'totally out of character behavior...' a whole brand new person' appears to come from nowhere...it just came from a rewriting of personal 'training' i.e 'history'...new programs, new definitions etc...

Self-fulfilling prophecy and placebo / nocebo effects key to, and reveal, nature of 'personality' and 'change'...personality IS itself a placebo/nocebo effect...a self-fulfilling prophecy based on the contents / impressions / gestalts / memories / constructs of your time-line a.k.a noetic structure a.k.a a model of the world laid out by chronological order...projecting into the future...as an accumulation of the past which defines the present, and gives the past a momentum to carry on, to reproduce its gestalts, forms, programs, definitions...Zen lets you escape history by focus on present...NLP lets you CHANGE your personal history, and RE-WRITE it to project a new YOU into the future, to re-define the YOU of the present, here and now...give it a positive momentum to carry you forward positively, full of positive expectations, generative beliefs, new protocols...

We need to 're-draw' our maps, and constantly remain alert to / attentive to, details that require us to let our maps 'evolve' i.e never assume 'map correct', always constantly look to improve maps...and always remember map is not terrain...reality cannot be 'defined' by our minds...we can only work heuristically, identify apparent patterns, employ them to our ends...never confuse model with convergence...attempt to approach convergence, but never idolize / fix / assume you 'KNOW' anything for sure...never idolize any ideology as 'final', any prophet as 'the final prophet'.

The great news is we construct our reality. The bad news is other will seek to install a model of reality that suits THEIR needs, at YOUR expense...and so far they have been VERY successful i.e religion, central bankers, fake news, propaganda...

In a study of communication at the University of Pennsylvania in 1970 the researchers determined that in communication, seven percent of what we communicate is the result of the words that we say, or of the content of our communication. Thirty-eight percent of our communication to others is a result of our verbal behavior, which includes tone of voice, timbre, tempo and volume. Fifty-five percent of our communication to others is a result of our non-verbal communication, i.e., our body posture, breathing, skin color and movement. The match between our verbal and non-verbal communication indicates the level of congruency

MHR Imagine our decision making apparatus e.g when to do X, or Y, how to respond, how to feel, what emotions to have re: X or Y etc...as scales stretching from the center of a huge wheel...experiences accumulate in buckets at the ends of these spokes...the bucket that weights the most ends up 'tipping the scales' in its favor...and this response / gestalt / strategy will be 'produced' ... our history is nothing more than buckets filling up with stuff...our 'personality' is defined by the 'heaviest' buckets...but there are only individual spokes / buckets/ elements...not 'personality' as such...at any time we can empty some buckets, add to others, and thus produce a different outcome a.k.a 'personality profile'...set of stimulus-responses, patterns of behavior, habits etc...a 'habit' is just a heavy bucket...or if you like, a path that is repeatedly trodden will become a road...in terms of neurological processes in the brain...some paths become 'rutted' and thus 'ruts' literally i.e bad habits we wish we could 'get out of'...'ruts we want to get out of'... mixed metaphors for different representation systems ...

The buckets are filled with things people said, looks they gave us, things they did to us, experiences we had, assumptions we made, assumptions imposed on us as 'self-evident facts', conditioning imposed on us at home, school, by media, by army, by 'authorities' of all kinds, random experiences we had with random people that 'made an impression' i.e 'filled a bucket'...sometimes adding to a bucket, taking from a bucket e.g learn later that religions is all lies / deception / mind control / Slavery...sometimes totally empty buckets get content, start filling, and a person suddenly 'breaks out of the mold / their bad habits / appears to take on a totally new personality...often to disapproval of all those who now feel inferior, less fortunate, less able to compete (threatened by)...due to the 'miraculous change'...'what has come over them? they aren't themselves lately !!!'

e.g the bullied kid stands up to the bully, and the entire group must seek to impose the 'social reality' that that kid is weak...try to psychologically weaken...by laughing at, making fearful of bully, try to undermine confidence, fill head with fear and lies...i.e return them to their 'normal' 'comfortable' loser

self...which was just a 'personality' i.e product of conditioning / experiences/
self-talk / other talk etc...

the arrow of the trajectory of our personality / self / identity is driven from behind i.e pushed / propelled by past actions / impressions / representations ...to give a future trajectory...but we can change this trajectory...here and now...but we will be facing a great momentum i.e the 'now' is loaded with kinetic energy...with a direction...a projection...a trajectory...like when you press hard on your breaks, the break pads absorbing lots of energy, but the moment you release them, that energy propels you forward once more...so cannot 'break' habits / trajectory so easily, and when do, end up 'skidding all over the place' and even 'oversteering' and maybe crashing...so best to go back and install a new set of experiences...a new retrospective / retrograde history / trajectory...and produce a new 'personality' from all the potential options available to us, which our 'limiting beliefs' had cut us off from...

We can literally go back, retracing our steps, until we get to where we feel 'things went wrong' and we started down 'the wrong path'...we can then decide what path to take...a path that intersects with NOW, but is headed in the direction we want to go i.e the momentum / kinetic energy is directed this way, so we don't have to fight it to get where we want to go...it is now our ally, an asset, a help...our angel rather than our demon...

Start by 'turning into the drift' i.e 'opposite lock', so the momentum is working for you, and you gain 'control' i.e chose the direction, even as the pushing momentum is directional and not where you want to go...then back up...to the start...start again...really...why not...life was a random series of events...that got you here...so that you can now assemble all your resources and go back, and this time 'do it your way', as Sinatra sang it!!

No need to EVER speak of 'serving a purpose', unless YOU have a purpose in mind, an intention, and have designed a means to attain this ends i.e an intentional purpose can only be YOURS...don't erroneously ascribe intentions or purposes to, e.g a hurricane, or a drought...or opposable thumbs and forefingers, or any other randomly generated outcome of the process of hit and miss evolution...binge and purge...not design, is the key to 'creativity'.

Deletion and distortion do not 'serve a purpose'...they are just shit that happens...but your mind may have intentions i.e programs, that run without asking you if you agree or not...but you can decide you don't like outcomes, and say, 'I withdraw my consent' to this program...lets try a different program that I get to write, consciously, deliberately, now that I have evolved far enough to be able to do this...

Desires / emotions provide 'motives' for action...but how we define something / think about it, 'informs' the basic desires, plays on these emotions...i.e define as 'good' for us, pleasurable, likely to increase chances of survival of us, and species...so it is our definitions / thoughts, that set the entire series in motion...thinking makes it so...and our definitions thus determine what we feel vis a vis something i.e how we feel about X, is determined by our definitions of X i.e what X 'means' is translated into an emotion regarding it e.g fear, aversion, desire, longing, avoidance, attraction to/ of X...'assumption' is better word than 'belief'...as belief has a real meaning in philosophy i.e compelling argument, but for most people it is mere 'assumption'...with nothing compelling about it, rarely even considered / reflected on / interrogated ... just taken for granted, as self-evident that we are the chosen people, entitled to enslave every other people, that blacks and women are inferior, that ...i.e these are typical 'beliefs' / 'attitudes' / values...

Notion of consistent 'personality' is debunked by research...there is no 'core' personality...just a bunch of independent, sometimes interdependent and reinforcing, or conflicting, attitudes, assumptions, desires...conscious mind appears to be final arbiter...though really just takes responsibility for i.e likes to pretend to self it is in charge...or ego / some element e.g 'self'-consciousness...

Our current relationship to the world, how we define it, ourselves, others, their motives, the world's motives, god's motives etc...by our past history of implants / lessons learned or taught / dogmas imposed on our impressionable minds, imprints etc.

Meaning is the relationship between things...

Past is a function of memory. Without memory, we'd have no reason to ever conceptualise anything like 'the past'. The past only exists in our memories, or stored as physical objects e.g artefacts...otherwise we'd just be here now, with no history, an eternal now...like a mineral awareness / consciousness...each moment now, with no meaning at all...just here...there...now...there would be no relationships...nothing could 'become'...no processes could take place...these require duration...memory to relate one thing to another...always in this thing we call 'time'...duration is a better word...as duration exists...things En-Dure...for a duration...duration OF time...??? Indefinitely indivisible re: what units perceivable...tree Vs rock Vs human Vs hummingbird ...relative to changes experienced...rock Vs tree Vs human...and stone age Vs factory worker Vs physicist / chemist / scientist.

We distinguish between past, present and future. How? We represent 'memories' differently according to how long ago they occurred...and project imagined future scenarios, along time line, where the present is the reference point, now.

Either left to right, right to left, or back to front, with timeline either passing through us (in-time), or all of it in front of us (through time). Some people combine both.

You can literally tell, to a degree, how they represent time, by how much they need to turn their head to 'access' particular points of their time line. Draw a line following their point of focus, as you get them to access things long distant in the past, in the recent past, happening right now, or imagined in the near or distant future.

Through time memories usually dissociated i.e watching self as in a movie, or floating above their body, as timeline is always in front of them, and they are not 'connected' to it as such Vs in-time association, is seeing through their own eyes, what is happening, and thus not being able to observe self, as time-line passes thru them physically.

Through Time people often have collapsed several experiences into a single gestalt. (A gestalt is constructed memory that represents all memories of that type.)

Float above your timeline until you can see the entire line, and notice if past/present/future equally bright or not? Float down into particular events, and experience them associated. Then float back up above timeline. Identify some random, unimportant memory, float down into it, associate, then remove the entire memory with you as you float back up. Dissociate from it like a movie/book, and place it in front of you, then push it away, further and further, so it gets smaller and blurrier and darker, till it ceases to exist. Now you have left a hole in your timeline that you can fill with any memory you care to construct. A great memory you can later use as a resource, motivation, energy boost, relaxation exercise memory, motivation exercise memory, excitement inducer, calmer etc. A memory where you feel exactly how you may want to feel at some time in the future i.e fully energized, alert/calm/at ease/relaxed, patient, sexually passionate, in love, totally indifferent i.e different states that you may want to access in future, for different purposes. Repeat this to construct a new personal history full of such resources. Histories of success, joy, feeling loved, feeling accepted and approved of, feeling secure, feeling successful, feeling validated, feeling confident, feeling horny, feeling sexually satisfied i.e experiences of full body orgasm, full acceptance by peers/parents, feeling brave and courageous and unstoppable, or just totally at ease, calm, relaxed, blissed out, one with the universe, feeling efficacious e.g able to defend self, giving a successful speech to a group, overcoming some obstacle or resistance, achieving something worthwhile, getting what you want ...

Repeat process, this time implanting some experience in your future timeline. Float up above your Time Line, now. As you do, notice how good it feels to be

above all that, and float toward now. And this time I'd like you to go out into the future, to an event that you want to have happened. Find something that you would like to have happened in the future, something you really want. Check and see if you lick your lips when you find this particular event. Richard Bandler always says, "If they don't lick their lips, it's not compelling enough

This is like manifesting i.e 'universal law of manifesting'. Set objective for universe / nonconscious mind, and leave it to manifest that for you. Making existence more 'pull' than 'push' determined i.e determination of resonances i.e you project a resonance / a blueprint into the future, to be realised, rather than being pushed by the accumulated kinetic energy of the past...

'Now' as a reality moving along the timeline of possibilities...leaving a trail of memories, running along a track towards the desired / projected outcomes...or pulling that track through the now, to draw these projected manifest realities into your now, and push the past away?

Make the projected / desired 'manifestation' more compelling, vivid, thus 'real' and compelling to the universe, easier to 'grok' and thus manifest, by becoming 'associated' with the construct, making it MORE of whatever it has to have to feel totally compelling and real, whether that is brighter, bigger, detailed, on all representation systems i.e sights, sounds, timber, loudness, brightness, color, vivid details, and how this manifest reality makes you feel i.e happy, enthralled, calm, alert, optimistic, full of love, acceptance, approval, satisfaction, pleasure i.e really experience it fully, as if you really are experiencing it...make it so real that your mind cannot tell if it is constructed or real i.e compelling, convincing, like a great actor / director / camera operator / soundperson etc has actually produced it, and it is the finished Oscar winning film...just like the Jews do with their Holocaust movies, making an imaginary scenario feel 'compellingly real', as if it really happened.

Program your own future. Project what you want to manifest. Believe your unconscious or the universe has this power. Believe it is going to happen, just as you imagine it. That it is a fait accompli. A given. And you are so looking forward to it you can't wait. Like a kid before some exciting party / event. Like lovers anticipating their next meeting.

As Buddha suggested, 'remember it', rather than 'imagine it'. Act as if it has already happened, and you are remembering it. That you can move along your time line at will, like the Zen concept of time as a Hard Disc or DVD, on / in which all time exists at one moment, and all you do is move YOURSELF, your point of view, to different locations on the HDD or DVD, to experience that moment encoded on the disc, like hitting playback from any location. All time being HERE and NOW. Your consciousness, your narrow beam of attention, is directed like the laser beam on the DVD reader. You move your focus on

attention along your time-line, all of which exists at any moment...all here now...just you re-direct your attention, change the focus of your attention, like standing on a mountain peak, you can move your eyes left, right, up, down, focus on some detail, but outside of your concentrated zone of attention, everything exists here, now, you just attend to that very limited part you are 'looking' at at any particular moment. What if our entire eternity was like this. We simply have to change our focus / what we attend to, to move backwards and forwards in 'becoming', rather than time...with a limited duration of memory allowing us to 'make sense of' i.e 'ascribe / construct meaning from, our otherwise disjointed experiences?

Bathe in the powerful, luxurious realisation that you can have anything you want. You can manifest anything you want to. Know this with certainty. Bathe in the luxuriousness of this empowering feeling. You have 'become cause'. In your own experience. You can only change this for yourself. And teach others how to do it for themselves. This is true power. The power to define reality for yourself. Immerse yourself fully in this feeling. Total control. Total power. Over your OWN experience. Your OWN reality. FREEDOM.

GROUP TIME LINE (TRANSCRIPT)

"OK, now, let's have some fun because that's what we're doing. What I'd like you to do is to stop, and to think about... You could actually stop and float up above your Time Line so that you have the opportunity to see the entire continuum of past, present and future below you as though it were organized in a line. And as you think about it, notice how good it feels to be above all that. You do, don't you? Excellent. "Now, I'd like you to float back in time remembering, of course, where now is... and I'd like you to go back in time... and pick out a memory in the past that made you very happy... and drop right down into that memory and relive that experience. Step into your body, see what you saw, hear what you heard and feel the feelings of being in that happy memory. Isn't that good? But enough of this happiness. Putting that memory aside, now, for a moment, just put it right back in your Time Line where it was. Excellent! "I'd like you to float up above your Time Line again. And I'd like you to look at the continuum of past, present and future. Get up high enough so you can see the whole thing now. This time I'd like you to float out all the way into the future. Just go right up to just before the end of the future of your Time Line and turn around and look back toward now. You're standing above your Time Line looking down on it so that you're looking back all the way from the future, all the way across now, all the way into the past. "I want you to notice if the past and the present and the future have the same brightness. If they do, nod your head 'yes.' If the past, present and future do not have the same brightness, nod your head 'no.' If the future is darker than the past, nod your head 'yes.' "Now, let's float back and take a memory from the past that's not really very important. Now, some people try to fool me when I say things like

that. They say, 'Well I'll just take the biggest event,' and that is not what we want for this exercise. Take something that is really light-weight—a memory that you don't care about for now, for purposes of this experiment, and I'd like you to take that memory out of the Time Line, lock, stock and barrel. I mean the whole memory. Just take it right out of the Time Line, and stick it out in front of you and push it farther away than it is now, and farther, and farther, and farther. And make it darker as it goes, speeding away until it blows up into the sun. Now there's a gap in your Time Line where that memory was. And you can make up a new memory, now, that makes you feel very good about yourself, one where you're like the way you want to be. Now, I'd like you to put that new memory in the Time Line where the other memory was. Excellent. "When you've done that, take all the time you need and then float up above your Time Line, now. As you do, notice how good it feels to be above all that, and float toward now. And this time I'd like you to go out into the future, to an event that you want to have happened. Find something that you would like to have happened in the future, something you really want. You might want to check and see if you lick your lips when you find this particular event. Richard Bandler always says, "If they don't lick their lips, it's not compelling enough." That's OK, we don't need a super-compelling experience yet. Just an experience that you want. We'll show you how to make it more compelling. Just take something you want, you like to have. "By the way, notice that, just like the past events, there are future events in your Time Line, too. What does that say about your ability to have what you want? What if the future events are already there and all that happens is that 'now' just moves along your Time Line? How about that? What does that say about your ability to program the future so you can be having whatever you want? Now, wouldn't that be exciting? "Can you pull up this outcome or event that you really want, and step into your body if you are not already there, and feel the feelings of having what you want? Now, take whatever it is that makes this memory of the future more compelling for you— turn up the brightness and make it brighter. Some people turn down the brightness and it becomes more compelling. Some people turn it up. I want you to do whatever you need to do to make it more real, so you really want it! Bring it closer. Bring it close enough so that it makes you feel really good. Yes, and make it more focused and clearer and sharper. Excellent. Just one more time, feel the feelings of being able to have whatever you want.

"Now, take that event and put it in the Time Line. As you put it in the Time Line, step out of the picture so you see your body in the picture and then put the event back in your Time Line, and notice that the work on the one event in the future has affected all the events between now and that event in the future. As you stand in the future, looking back toward now, notice that the events from then to now have changed to support the compellingness of that event. Notice how it happens automatically. Excellent.

"Now, take that event and put it in the Time Line. As you put it in the Time Line, step out of the picture so you see your body in the picture and then put the event back in your Time Line, and notice that the work on the one event in the future has affected all the events between now and that event in the future. As you stand in the future, looking back toward now, notice that the events from then to now have changed to support the compellingness of that event. Notice how it happens automatically. Excellent. "Now, what I'd like you to do when you're ready... Not yet, but when you're ready, is to float back toward now, float right down into now, and open your eyes. You can come back now whenever you're ready. Did you notice that making the event more compelling changed the gestalt of events going back toward now? Good. Now, you may or may not have noticed it, but what happens is that any changing of a future event will change the events in the gestalt."

So **Tad James and Wyatt Woodsmall's contribution to NLP** appears to be this visualization i.e of removing memories (as Jim Morrison put it 'learn to forget', and many people have long desired to be able to do this), streamlining the method, giving a simple, clear, method for doing this, and for placing the general notion of vivid positive visualization implicit in David Humes's original psychological writings, PsychoCybernetics, then the work of Milton Erickson and Richard Bandler, in the same context, to give one clear method for 'forgetting' and re-writing history, like a Holocaust judge / film maker/ fake historian / fake news producer, and then writing the script for your own future. It is more about packaging than content, this contribution. Nevertheless it is rare for anyone to add anything at all novel, and typical that this contribution be marginal i.e building on existing i.e dwarves standing on the shoulders of dwarfs...with the occasional giant not so much necessary to the project, but gladly speeding it up considerably, so that it takes fewer generation to reach the heights / overview.

This method more direct, simple, vivid, clear, and quick, Vs anchoring and re-writing...gives same 'reality' kick to the process to satisfy Hume's observations of what makes 'reality' i.e how we construct TROONATNOOR...N.B this whole project makes TROONATNOOR a wet clay tablet, an etc-a-sketch, adding an 'undo' and 'redo' button, offering access to the source code to re-write code, eliminate bugs, update definitions...etc

People who imagine reality to be fixed / objective / 'real' beyond our own minds constructions will argue that this is 'wishful thinking', 'delusion', self-hypnotism...but in reality ALL our 'experience' is this...at some level...and most of what people believe e.g gods, religions, cause effect, free will, Arabs hijacked planes and flew them into the WTC and Pentagon, somehow totally collapsing buildings they never came close to hitting, that 'government takes care of YOUR interests rather than being the real terrorist et etc...is just that...so the question is, which 'ideas' are going to leave you, and us as a society, happy, cheerful,

satisfied, just to each other, fair to each other, productively co-operative with each other, most innovative and caring and sharing and happy and content?

It's the same old problem of walking into a fight half-way through. You're bound to assume whoever YOU first saw throwing a punch had started it...that YOUR religion is true, and all other lies, that YOUR idea is sound, and all others delusional...the earlier impressions are often the hardest to change / modify ... imprints are by nature most compelling...the first lie / stupid has this advantage over all later lies / stupid, and even other the truth / intelligent.

Changing your memories, changes the inputs / assumptions / definitions your programs run on. Thus it can change your 'personality', attitudes, values...like suddenly realising that your own government is your enemy, and going from being a staunch supporter of the current system, to calling for massive changes e.g to lobbying, election finances, media ownership laws, censorship laws, a removal of all executive powers for the president, impeachments, war crimes hearings, removal of all 'patriot act' type infringements on your constitutional rights...a return to the letter and principle of the U.S constitution i.e the spirit of liberty and representation, with real 'balances' returned to the system to pull back the overreach...to investigate 911 and charge and imprison all those, including the Bush family, complicit in the mass murder of 3000 people in broad daylight, and all the 'Jews' involved, CIA involved etc...

A model is made up of assumptions / definitions / beliefs...remove any, and if you allow it to, it will re-organise...giving you a new personality, a 'paradigm shift', new, more optimal attitudes, and ways of being and seeing, actually improving TROONATNOOR in the sense of making it more appropriate to the outcomes we want....but here's the rub...do you really WANT justice? Meritocracy? Fairness? Truth? Freedom? Or you do really want the power to impose your own beliefs, prejudices, irrational fears and hopes, on others, and to enslave them in some way, exploit them in some way as means to your own ends, to 'use' them as mere means? Are you an exceptionalist that wants to secure liberty, freedom, justice, and fairness and freedom for just your own particular narrowly defined group, whether you define it by family, friends, locality, state, nation, ethnic group, or some imaginary 'race' you construct to make 'drawing the boundaries i.e deciding who is in and who is out of your 'chosen people' easier?

You are going to have to endure many uncomfortable self-analysis sessions, as you iterate between what you CLAIM you want / are seeking / are willing to support, and what your actual motives are...imagining YOU can cleverly outplay some system to your narrow advantage is what got us here...everyone imagining they could benefit from slavery, exploitation, opportunism, clever lies, manipulations, propaganda, even outright physical violence...so everyone

secretly, in their little and larger groups, employing all these strategies, while seeking to trick others into behaving 'fairly' and honestly, and giving up the right to bear arms, to become pacifists...just so that they can exploit any concessions the 'other sides' make...as if this trickery can work in the long term, and won't come back to bite you in the arse...as if everyone won't employ the same model of deception, in the same way...and you wonder why everyone points the finger at everyone else...when everyone is doing it...and so the deluded participants, who are mislead away from seeing their own groups crimes / decep[tions, clearly sees it in the other groups, and you get this 'seige' mentality e.g sense of being the victim of others' evils, totally unwilling or unable or deceived from seeing your own equal villainy, of your own group...and so you get nationalism, religions, ethnocentrism, 'race'-ism, exceptionalism...you get small groups claiming they are the 'victims' of history, totally unwilling, unable, prevented by propaganda and brainwashing from seeing their own sins, removing the log from their own eyes, worrying about the cinder in another's eye...totally convinced they are the 'innocent victims' of others, and thus justified in breaking every law, moral code, ethical code, to 'protect' themselves...e.g yes I am talking about Zionist Jews and their fake holocaust...history records how Germans leaders struck back, retaliated against the jews...it fails to show the actions of the jews that necessitated this self defence, and so it appears as unprovoked, irrational hatred and hostility...an act of sheer aggression without any justification, and we are supposed to wonder what makes germans so genetically irrationally hateful of such a loving, kind, harmless, generous, 'people'...

So James and Woodsmall use the concept of 'memory management'. The idea that you can edit your life like you would with a movie editing software.

Traditionally this would be done as I did audio editing, by physically cutting magnetic tape, in which the 'past' was to the left' and the 'future' was to the right.

Today we store the representations of sound and image as digital data, on Hard Drives SSD drives, or DVDs. So there is no real 'left and right'. Our time is now truly ZEN. All at once. All there. Waiting to be accessed. In any linear or non-linear fashion. We can have it appear as left to right such as in Adobe After Effects / Vegas Pro 13, as a analog, continuous process. That is how our minds work right now. In analog. Interacting with an analog, flowing, continual world. Of course the continuum is produced by a short term memory i.e when you watch your hand move past your face, you see a blur, you retain a 'memory' and visual imprint of where it was just a few milliseconds ago..so you get the notion of movement, of action, and of time...you can compare position A to position B, and feel that your hand has moved, in time, during that time. Without that short term, and long term memory, you would have no notion of time...nor or any meaning beyond immediate impressions...maybe feel pleasurable or painful

sensations... 'see' 'stuff' ...but none of it would MEAN anything, beyond the immediate sensation i.e pleasure, pain...maybe relief, though without the memory of pain, there is not true relief? Or?

Key events form the nodes for gestalts, which are triggered later by any single element of that gestalt. Gestalts include 'moods' and 'attitudes to something' and 'optimism' and 'pessimism', and self-esteem, confidence, phobias, hopes, aspirations, limiting beliefs, generative / motivating beliefs...feelings of security, approval, acceptance, feelings of being vulnerable to being a victim...

Imagine if jews were allowed to realise that what did happen during WWII was the result of what they, and other jews, did to Germans and Germany...that there was no holocaust, just a terrible tragedy...they could stop blaming some genetic defect in some imagined 'races' that were opposed to Jews, hated them irrationally, wanted to destroy them...they could take responsibility for their own actions, come to terms with those they have offended / wounded / damaged, and work towards a bright future ...give up their 'chosen people' 'manifest destiny', 'victims with a right to ANY means to defend themselves against a world out to destroy them', exceptionalism...and employ any merit / superiority they have to their own, and our collective good...imagine that.. most jews are the victim of the definitions / historical lies ... the very definition of 'jew'...the faked holocausts, the lack of sense of responsibility i.e that people among their group did bad things, and brought woe and misery down upon the rest of the 'jews'...and that really, there is nothing 'jewish' about them except their beliefs that they are 'jews'...different...they are just humans...with no calling to suffering more than any other human, no exceptional rights or privileges...but equals free to compete equally, fairly, openly, transparently, and to their fair share of the collective outcome of the human race...

Changing just one belief / assumption, as I have been arguing for decades now, long before hearing of NLP or this 'memory management' or 'timeline therapy', can change the entire noetic / belief SYSTEM...the entire MODEL...the entire PARADIGM (big word for model)...can change your total attitudes to EVERYTHING...change your supposedly fixed and discrete 'personality'. So much for all those 'personality tests'. They just tell you what you have been conditioned, by life, directly and deliberately, and indirectly, to be. It is just one option available to you.

Geneticists and Quantum biologists are even seriously documenting and talking about genes that actually behave more like La rather than Darwin i.e that are sensitive to feedback, and feedback into the genes, thus 'programming' them to change...to manifest the resonances they receive from the mind...e.g to actual self-re-program...like a giraffe extending its neck to reach the juicy leaves up there...so don't dismiss the 'law of attraction' or 'law of manifestation' or 'law

of empathic resonance' just because of the terms and language and figurative language they employ, and the sort of characters who are 'pushing' them in many cases i.e don't judge the goods by the retailer...this is all becoming as 'scientifically credible and 'reputable' and 'respectable' as gravity.

My interest in NLP, psychology, cognitive science came from a desire to overcome the obstacles to people facing facts, being freed of their imprinted models, their erroneous assumptions, their faulty reasoning, their history, their education, their conditioning, their brainwashing...rather than the typical 'how to sell more X to make more money'...or to earn a fortune as a lobbyist, marketer, advertiser, propagandist, or get elected to some office, to sell my influence to the highest bidder (always the Jews who have the legal right to literally print money, make the laws, and construct / manipulate public opinion via a control of the mass media, the federal education system, the academic journals, academia itself via endowments / foundations / grants / federal and private)...

This book completes the cycle...because the challenge, I found, is not to discover 'the truth', or how to seek it, but to get people to be willing to seek it at all, let alone accept 'compelling arguments' when they are presented with them. I assumed the old Dark Ages of censorship were gone for good, and that I'd not have a problem presenting people with 'the truth' a.k.a 'compelling arguments I found and found a way to express...that my final problem would only be this one, of getting people to be willing to even consider anything that challenged their current / inherited / learned beliefs, assumptions, noetic structures i.e their current subjective reality...so this book is about that...my other books are about the censorship...many have been banned...if only because they prove censorship is real, ironically...THAT is the biggest secret...they want you to imagine that any consent you imagine you are giving (they don't care, they make laws by executive order and Jewdicial means, and totally undemocratic , illegal 'rules' and 'codes')...is informed...that there are no secretes being hidden from you...not alternatives than the two meaningless options you have ... that puppet or that puppet...different faces / clothing, but same puppet master...

This book is going to take more effort than all my previous books combined. .. and probably I will lose you at the starting gate. Seeking truth and justice is for the very few, I guess. It is those few I target. Even the current owners of the world, of the media, of the jewdiciary, the jews and their golems. The path they are travelling ends where all similar paths end. They now have the power, if only I could get them to use it optimally. Probably they will just torture me to satisfy their malicious need to harm others, to control...they are really that mentally deranged...maybe one or two will wonder for a moment if they want to be part of what they know is coming, if maybe there is not a better way..

Right now the power exists...centralised, to do great harm or great good, to bring freedom and justice for all, or return most of us to slavery, or to dust..

xyz

The holocaust is a n example of deliberately producing / manifesting / constructing a phobia for an entire 'group' of people, the self defined ' Jews'. A fake 'memory' is vividly constructed, so vivid and compelling it becomes real. This has been set down upon each 'Jews' timeline from birth, as a real event. This is the way to produce a phobia of 'non-jews'. A sense of entitlement of free goods and services from Germany. A sense of having a 'special' right i.e exclusivist right, to employ violence against perceived enemies. Enemies that the Jews never created, but which emerged due to their enemies irrational hatred of them, and their special place as god's chosen people, which they are all envious of. At the other end of this constructed timeline is a glorious destiny promised to every 'Jew' who will comply with the whole 'Jew thing' i.e by 'being a jew' and subscribing to all the faked history, denial of responsibility, idea of eternal victimhood, right to exploit, kill, enslave, trick, deceive all 'enemies' i.e Non-jews...as all gentiles / goys are out to get them,... envious of their superiority etc...'keeping them down' from their rightful place as the rules and slave masters of the entire planet...funny that how you can 'spin' your own evil aggressive desires as defense from other people's stubborn refusal to accept YOUR right to exploit and kill and enslave THEM!!!!...so they have had implanted in their future timeline a very compelling, vivid impression that feels as real as the faked history...that motivates them to 'stand together', maintain solidarity,,keep up their lies...remain 'true' to their 'jewishness' ... the jews are the master of lies...they have been doing this timeline stuff for millennia...

A client comes to you and says, "I've got a phobia." You say, "Great. Can you float up above your Time Line?" "Yes." "Go back into your past and recall the earliest time that you can remember this event." Now, you run the Phobia Model on the event. **THE PHOBIA MODEL.** Run the memory in black and white, dissociated (seeing your body in the picture), on the movie screen, run it out to the end. 2. Then freeze frame, and white it out (turning up the brightness), or black it out (turning the brightness down).3. Then run the movie in color backwards to the beginning, looking through your own eyes. 4. Do a swish pattern,1 using how you used to act in the phobia situation as the old picture, and how you want to act in the future as the new picture.1

THE GESTALT. When you keep people up above their Time Lines and run the double dissociated Phobia Model where they're outside their bodies watching the event, it will change the entire gestalt. That is, it will change the events backward

and forward from the event in the past by changing one event. If you change the major event, the other events that are connected to that event in the gestalt will automatically change. When you change the major memory in a gestalt, you will change many more memories. First, it dissociates the client completely. Second, it tends to change the whole gestalt more easily. You can also suggest gestalt changes too. If you're doing a Phobia Model, or changing personal history, it's most effective to suggest that, "You might also notice that as you change this event, other events both forward and backward in your Time Line are changing or disappearing too!"

Removing or changing any memories changes the entire gestalt / structure / noetic structure / belief SYSTEM and PROCESS...so you can get a huge global, domino effect from working on any one 'memory', or introducing new 'memories'.

Never remove a memory without replacing / displacing it i.e Buddha. Nature abhors a void. MHR the MEST is active, will always construct something to fill it i.e 'desires' structure i.e has billions of 'potential' structures, so no 'void' in nature...no 'vacuum' of 'space'. Like random dreams when the brain 'wants' to be active / to experience something or more randomly, the brain will be randomly active...

UNOBTRUSIVE CONSCIOUSNESS? VS UN-CONSCIOUS? OR NON-CONSCIOUS? UN-ATTENDED CONSCIOUSNESS? 'OUTSIDE OF NARROW BEAM OF MINDFUL CONSCIOUSNESS?

Engrams may appear as 'dark' apparently empty, or very vague positions on timeline i.e mind has decided to 'hide' them, as were too traumatic at time...but still resonating...so taking up lots of energy...so need to have courage to 'brighten' them, make vivid again, to 'face' them, and process them...

If you ask them to brighten up their history or brighten up that particular event, they may not be able to do it easily. So what you say is, "Take an event that is unimportant to you. Make it darker, turn down the brightness. Can you do that?" "Yes." "Now, turn up the brightness. Can you do that?" "Yes." "Now, just like you did that, can you turn up the brightness on those events in the past that are dark?" If they still cannot, it might be that a part of them is keeping those events hidden. If that is the case you should proceed with caution because you may be uncovering major traumatic events from their past. In the work on the mouse phobia mentioned earlier, all the memories had to be deleted. As long as the memories existed, there remained the possibility of her going back and getting reactive about mice. I would say, "Mice," and she'd freak out. So I took all the memories out. I took them out of her past and replaced them with other memories of her acting the way she wanted to around mice. In essence, we installed a new strategy during her Imprint Period.

In the case of a traumatic event, I'll ask both the conscious and the unconscious mind the following: "Is it appropriate to remember the event?" You see, one of the things about traumas and phobias is that there are some learnings that have occurred where part of them is protecting or that part of them needs to remember.

You will also want to say to the person something like, "Before we change this memory completely, you know that you learned something from that event, and it's important to learn from the past, so I'd like to ask you to preserve the learnings. You can preserve the things you learned from this event in the special place that you reserve for all such learnings." By the way, I don't know if there is a special place, but if it sounds right, they'll put it there. If they do not have one, they can make one. If someone, for example, has been raped, you must preserve the learnings for her so that she can make sure that she knows the next time what the signs are. Then you may or you may not want to take out the memory. We don't want her to have to go through the same experiences to acquire the same knowledge. You can say, "Preserve the learnings, put them in that special place," and then destroy the memory. Sometimes you will have to go so far as to install a new strategy for dealing with X, the phobia subject / situation.

Her new strategy was (1) see something that looks like a mouse (2) kinesthetic panic (3) see that it really is a mouse (4) kinesthetic relief (5) auditory—"Oh, it's only a mouse." (And when you think of all the things it could be...) "Oh, it's only a mouse." I installed that strategy and saw that it worked. Next, I went back and installed that strategy in her history. She only had to put it in there once because it created a whole new gestalt. It created a new chain, because the original gestalt was open since I had already destroyed it. Now she had a new operative strategy: "Oh, there's a mouse. That's only a mouse. Could have been something worse." The first week she went to a neighbor's house and held a pet mouse. Before the therapy she would not even go into her neighbor's house, or into any house where she thought there were mice. Of course, she did not remember the content of the therapy.

Erickson would say, "**I want you to become a bodiless mind floating in space.**" His clients did it! Floating above your Time Line is the same.

Three main periods: Imprinting, modelling, socialization.

The first is the Imprint Period, where a child is like a sponge. The **child soaks up and imprints all the events that occur: sights, sounds, feelings, tastes and smells. The Imprint Period is from approximately age birth to age 7.** The groundwork for a phobia is laid during the Imprint Period. Phobias often have their origins before age 7.

Then comes the **Modeling Period, where a child models its parents and other people whom the child admires. That happens from age 8 to 13.**

Then there's the **socialization period** which occurs from **14 through age 21**. Our **social values are created** at this time. .

Making individual changes in memories will change an entire gestalt. It changes a person's entire history in a matter of minutes—a very fast and effective procedure for making change.

MHR Compliance Vs Conversion i.e short term compliance Vs a convert to 'your way of thinking' i.e true commitment that continues / endures when not observed i.e change attitudes / values / beliefs

'The magic room' is a set up that uses the SITUATION of hypnotism i.e hypnotism is always voluntary, and anything done while 'under' is voluntary...if person APPEARS to be behaving 'out of character' or 'complying compulsively' to 'controls' of hypnotist, it is only a case of actor taking advantage of situation to satisfy secret desire i.e use as 'prop' or 'excuse' to overcome inhibitions set by 'normal conditions'...so allows to 'save face' e.g 'I was drunk / hypnotised'...same goes for 'truth serums'...though these often help patients face terrifying memories i.e relive them / recall them ...the SITUATION is used to trick victim into making confessions, or to allow them a 'way out' to give the information / do the act required of them to gain some reward or relief i.e benefit, when in 'normal' situation they would feel inhibited by values / attitudes / ethical codes / oaths / promises / shame / fear of losing face / fear of letting down mates / fear of 'breaking' / fear of cowardice '... operator will act as if 'seen through your lies'...maybe believes i.e positively hallucinating or just bluffing...i.e like any 'player' e.g willing to ask 1000 women / be rejected 1000 times, to get laid once...numbers game... aim of 'lie detector' is to get you to volunteer 'confessions' i.e 'whats the use, you will find out anyway with your high tech gadgets that can't be fooled'...operator will act confident...can get 'actors' in bawling how they got caught out 'you can't beat em mate, I learned the hard way, just tell em the truth and it will go easier on you, why suffer when you know they are going to find out anyway? Etc i.e a 'set up'...even have people in other room they can overhear, fake 'prisoners' in own cell or next to...lots of 'tricks' to make you think someone else you 'trust' i.e fellow prisoner, suffered for no reason, and was 'found out' by the 'super computer algorithm / truth serum / genius machines you can't beat a.k.a atom bombs and japan...operators compete in this way...if they can get you to confess to ANY lie, they can claim that their test is 'inconclusive'... even if you change a previous answer in a 'harmless' way e.g first day you smoked marijuana twice, later 'admitted' i.e 'conceded' that it may have been 3 to 5 times. To you that seems irrelevant difference, but operator 'won' an 'admission' i.e 'discovered' a 'lie'...it is THAT stupidly simple...so NEVER change ANY answer to ANY question that forms part of the ENTIRE process...from written questionnaire right until left building...they are NOT conscientious...they 'win' any time you change an

answer ... you become another notch on their belt / barrel ... a 'win' ... at YOUR expense and expense of justice, truth etc... Many 'ruses' and 'bluffs' have been reported by their 'victims' ... these include: operator acting like they found a lie, but want to help you... they pretend they have put themselves out on a limb to give you another chance at the test, to convince their 'superiors' ... all you need to do is admit to this or that lie... they know you are hiding SOMETHING... and it doesn't matter... it is harmless... they believe in you / trust you / credit you... it is probably just that question about 2 times Vs 3-5 times... something harmless, but if you don't tell them NOW, they'll have no choice but to fail you, because you HAVE ALREADY failed the lie detector test... they might even, at huge risk to their own reputation, arrange a second lie detector test tomorrow... in fact they say this to ALL victims... it is standard practice to give 2 tests... to try to 'fake' and 'bluff' people into admissions, even just changing something THEY think is minor... operator will give them that impression too, that it won't matter, just 'fess up to' that small 'lie', and you'll be fine, flying high... but in reality the moment you change ANY response you gave earlier they have 'won'... they don't have to catch you out in a lie, they just need to get you to 'admit' that a previous response may not have been the most representative e.g 2 times Vs 3-5 times... maybe it was 3 to 5 times, you can't be sure, so why not agree with the operator that 'it is possible it was 3-5 times' ... or on the repeat of the same question (a typical ploy i.e repeat the same question, different ways, in different or even same test, to see if you always give the same / appropriate / equivalent response... any time you do not, they have a 'scalp' to hang as a 'trophy' ... your head... they are NOT your friend... they have NO special mindreading skills... even Richard Bandler's keen eye would not be accepted as 'proof' of anything in a court... assuming these days anyone ever gets a trial, unless they are one of the elites, and it is only show trial for public consumption to make it look like 'no-one is above the law' etc... and of course 'the interview process' starts the moment you walk into the testing facility, or anyone associated with it... probably the fellow test-taker they have you share a room with is one of them... until you get home... common to 'invite you to lunch or dinner or drinks', to see if they can get you 'relaxed' and trick you into saying something... FBI did this with the Bundy family and their associates, pretending to be documentary makers, lull them into 'matey' 'jokey' 'confessions' i.e statements that they would never have made in court, and hadn't made seriously, like you'd joke among friends, even ply with alcohol, then spin entire situation later in court as an interrogation and confession... taking out of context... to give life sentences as 'warning' to all other patriots / upholders of U.S constitutional rights etc... get people to 'boast' vaguely e.g 'have you ever killed anyone yourself?', and they want to impress, and make statement meant to imply 'maybe', or 'sure you want to know' or 'that's confidential, but I can leave it to you to decide for yourself if you want to take the risk of getting on my bad side' etc... things of no legal significance but which can be presented, out of context, and spun, to appear as 'confessions' and 'threats' ... or to 'pin' some law they dug up somewhere, that might just somehow

be twisted, contorted, distorted, to make that statement 'square peg in round hole' fit...as mere 'window dressing' for show trial...just to give appearance of 'justice' and 'legal proceeding' etc...superficial...nominal...disingenuous...lie detection is all bluff...a con...an attempt to produce a self-fulfilling prophecy i.e if you believe the bone pointed at you can kill you, you may die afterwards...or avoid death by 'admitting' you broke some taboo / lied, to avoid the bone being pointed...if you assume the shaman / priest / interrogator / prosecutor / parent / teacher / lie detector operator have special powers, that they CAN read your mind, read your body language, tell if you are lying, then firstly you will be very apprehensive / fearful / anxious, and will probably decide 'I can't trick them / deceive them, might as well tell the truth i.e make confession...but anxiety itself NOT an indicator of 'guilt'...and different people behave differently...appear differently...NO_ONE can read minds...no matter what they imagine...Lie detection dismissed by courts for scientific reasons...but Federal Government insist of typical Jewish 'exceptionalism' because the 'bluff' often works, and it gives them an excuse to avoid hiring patriots, people who believe in the U.S constitution etc...can claim 'their lie detector test was 'inconclusive', even though it is technically totally meaningless...so over 50% of F.B.I applicants are filtered out / denied positions with this 'excuse'...while there are so many historical cases of people passing 'lie detection' tests, batteries of them, series of them, and then later admitting they had been actively spying, selling secrets etc...so it is ALL for show, ALL for bluff...but because YOU believe THEIR lie, that they can detect lies, you make voluntary admissions, or worse, change your responses to the same / similar question, thinking it harmless, and give them a scalp All the while they act like your best friend, on your side, going out of their way to help you...'just admit you are lying about SOMETHING, they promise, and it will 'explain away the readings' and let them pass you...it's something harmless, they are sure...like 2 Vs 3-5...so you play along, hell, why not, and say, yes, well, you know, maybe it could have been 3 to 5 times, and BANG, they've won, got their scalp, their notch on their rifle barrel, one more 'success'...one more 'proof' of their exceptional expertise / natural talent for this line of work...maybe a promotion...and you pay the price for their self/deception...but now you know...and are prepared...and won't make this mistake.

Get notes from audio on typical signs operators try to pin on you...how NOT to behave, and how TO behave, to play their game, and win i.e not let them trick you, fake a 'detection'.

Guilt / shame removal

Float up above timeline, and find event you feel guilt or shame about...then go to a moment BEFORE that event / feeling arose...where there is NO guilt / that you were laughing? Do you still have the guilt? Some will say, 'It's right in front of

me." If that is what they say, then say, "is it in front of you, or is it gone now?" That will destroy the guilt of an event for almost everyone. If the guilt is still remaining, then there is a part that needs to be reframed. Ask that part if it is all right for you to assist it to accomplish its intentions more easily, while allowing you to expand your capabilities? Good. Now, looking along your Time Line toward now, now, where's the guilt? All gone. Good. Come on back to now. Float down into now and open your eyes.

Client complains: "I'm compelled to please everybody all the time." "Why?" "Because I might feel guilty." "Good, can you remember an event you feel guilty about?" "Yes." "Good, float back to one minute before the event." This is very important. The language is very important in this. The next thing you say to them is, "Now, where's the guilt?" What does that do? It leaves them oriented in the now. "Now..." See, they're floating back, they're one minute before the event, but now, where's the guilt? They'll laugh. I guarantee you, they'll laugh. The first time you do this with somebody, they'll go, "Ha, ha, ha." If you do this three times on three different events, they'll probably laugh harder, and all their guilt will be gone. Good-bye guilt!

When doing Time Line, if the guilt does not disappear, then a part of the person needs to be reframed. A part thinks it is important to be guilty, and probably that part has provided certain positive intentions for the person. So you say, "I appreciate the part's desire to provide certain positive intentions for you all these years. And I wonder if you'd be willing to learn new ways of accomplishing your same intention, while discovering new ways to do it better and more easily in the future, learning how to create your life, being better and better, and if you can do that now, wouldn't you be willing to let go of the guilt while preserving the learnings?" And if that part says, "Yes," then we are off and running.

Think of an event about which you're fearful—fearful or have anxiety about. When you have one, I'd like you to float up above your Time Line again. Go out into the future—one minute after the successful completion of the event about which you were anxious. (Of course, make sure that the event turns out the way you want.) And I'd like you to turn and look toward now. Now, where's the anxiety? Notice how you chuckle.

Knowing how people store time internally allows you to match their internal world and then to change it.

Richard Bandler & Tade James / Wyatt Woodsmall make extensive use of **temporal language**. E.g "Go inside and try in vain to have the same problem. It was a terrible problem, wasn't it?" "You want to make changes, **haven't** you?... What would it be like when you have made those changes, **now**? In the future as you look back and see what it was like to have had that problem... as you think about it **now**, if you could make this change for yourself so that you could

STOP... having made that change and see yourself **now**. Do you like the way you look if you could make that change and look back at yourself having made that change **now**!". These are all sorts of (binds?) where unconscious tricked into assuming things have taken place / will take place. You'd say this casually, to bypass conscious resistance i.e limiting beliefs...

MHR visualize a 'glass' you...and represent any pain etc as colors in this 'glass' you...then have those colors evaporate, taking the pain with it...use this 'second you' for all the things you need to represent i.e feedback, without suffering in the usual you. Story where hero slowly builds up this 'other' self, this 'glass' self, and transfers more and more of their 'self' into this copy...until it becomes fully functioning...a 'virtual self' ... when interacting with others, it collapses from potential states into one state, that others interact with...quantum self...which consciousness has built / constructed and has total free will / control over...can pass into / through dimensions, de-materialise into quantum indeterminacy, appear at any point in space-time, as a 'collapsed' probability function i.e an actual state...to other 'conventional' 'selves' appears to disappear, teleport, re-appear, and have supernatural powers...maybe begins this journey as means to fight pain/ migraine / prison cell limitations...at first works as pain relief / lets body represent pain externally, dissociated i.e offer feedback e.g 'relax' or 'eat' or 'get cut sewn up' etc...without any suffering...or even pain...'see' pain as colors in the 'other self'...can then adjust brightness of colors, even 'evaporate' them...is psycho-somatic...or keep as reference i.e feedback...so allows mind to fulfil function of feedback / cybernetics, without actual pain / suffering i.e pain is representation of some impression / condition...demands urgent attention...stop...relax...eat...drink...

Make sure you're matching the client's internal experience. When doing Time Line, you do not have to fool around with a formal induction. You do not have to say, "Excuse me, I'd like to put you in a trance now. Could you uncross your legs and put your hands on your thighs?" Time Line allows your client to access a trance that will make those changes easier and easier, doesn't it?

Get client to access a memory from different 'distances' in their past, ask and observe them to discover how they store time i.e the nature of their timeline, e.g left to right in front of them etc. If they keep saying "I don't know", you can say, "I know there's a part of you that arranges all the time inside you. I'd like you to talk to that part and ask it if it's willing to participate and allow us, (slower tempo) for the purposes of this exercise only, to discover how time is stored for the purpose of making it easier for you to achieve your intention. "You're willing to do that, aren't you?" The answer is usually, "Yes, I am." Usually, that'll get it. If not, go for more rapport. If necessary, you can do a formal trance induction and then investigate their time recall.

You can simply tell a client to 'put your past behind you'. While the past was behind him, he was in great shape. One day, his past flipped back to Through Time, and I asked, "Where's your past? Put it behind you again." And it stayed there. So, you can change the direction of your client's Time Line. All you need to do is float him above his Time Line, and ask him to change the angle and then float back down. It will usually stay that way.

Sometimes people have an elastic Time Line. So if they say, "Every time I put it there, it sort of flips out on the side or flips back the other way," you'd say, "Good, I'd like you to put an elastic band on the other end of it so that it will hold it in place this time when you float down in your Time Line." If he is in a light trance, you can ask him to do anything and he will do it. You can also use the following metaphor: "Do you know the sound that Tupperware™ makes when it seals?" As they are saying, "Yes," you say, "Just like that lock(ed) right in there." Or you can say, "Do you know the sound a Mercedes door makes as it closes?" As they are saying, "Yes," you say, "Just like that lock(ed) right in there." It really does not matter what metaphor you use; if it is consistent with his internal experience it will work.

Many of you arrange your Time Lines In Time; many are Through Time. Some of you have both operative simultaneously. What you want to do in working with clients is to make sure you are consistent with their models when you ask them to go back to the past or in the direction of their past. The reason that you want to know how they organize it is so that you can be consistent with their models when giving them instructions or when you are using temporal language.

Once we found someone whose past was in front of him. Was he conservative? Yes, he was! Was he resistant to change? You bet! I discovered somebody recently in Honolulu whose future was in front of her, but around the center. Her Imprint Period, ages 0 to 7, was stored above her head! From 0 to 7 was up above her. Everything else in the past was stored out in front in the center. The future was off on the sides.

The Time Line should have similar brightness, for example, running from the past through the future, with the future perhaps a little brighter than the past. The past should not be black or substantially darker than the future. The future should not be black or substantially darker than the past. When there is trauma, usually there are some gaps, holes and dark spaces in their Time Lines. In fact, dark areas are a tipoff that there has been trauma in the past.

"There are a lot of dark chunks in my past." I said, "Turn up the brightness on them." She said, "I don't want to. There are a lot of things there I don't want to see." So I said, "Can you take them out of your Time Line, just for the purposes of this experiment? Can you put them aside, where you know where they are but they don't need to bother you, where you can put them away, and they will be

OK? You can get them later, if you want to; but you may not want to." She said, "I can't do that." So I said, "Take one memory that doesn't matter out of your Time Line and put it on the side." She said, "I can do that." "What did you take?" "I took snow." "Just like you took snow out, all the others can **blow out now**."

She said, "Wow, you just totally disarranged my filing system. All the black memories are on the side over there, so disorganized." I said, "Good, you can leave them there." Her whole being lightened up at that moment. I then did overlap. The process of overlap is moving from one representational system (from most favored to least favored) to another in order to help someone develop more flexibility in a certain representational system. She couldn't visualize, so I said, "Walk along the beach, feel the cool, wet sand in your toes, listen to the sound of the birds overhead, and now look down at your feet and what do you see?" She said, "Oh no, I'm seeing sand. This is the first time I've ever seen pictures in my head since I can remember." Then we took her back and did the Phobia Model with the Time Line, and she ran it perfectly.

Another woman called me on the phone and said, "I can't make decisions." I said, "Float above your Time Line. What's the relationship between the past, present and future?" She said her future was black, and the present and past were of a normal color. I said, "Good, can you turn up the brightness on the future?" She said, "I can't." "Can you turn the brightness up on an event that's not important?" "No, I can't." I said, "Can you find an event in the future?" "Yes." "Is it bright or dim?" She said, "It's moderate." I said, "Good. Can you turn the brightness down?" She said, "Yes." "Can you turn it up, so it's normal?" She said, "Yes." "Now can you turn all the events up?" She said, "Yes, I can." Great! That was the extent of the therapy. Three days later she called me and said, "I'm making decisions like a champ. I can't believe it. I'm totally decisive. I know exactly what I want and I am able to make decisions clearly and easily." All in just three minutes on the phone, turning up the brightness on her future. If your future was black, you wouldn't make decisions well either. Who wants to make decisions with a black future?

The submodalities of the Time Line regarding past, present and future make a major difference in present experience. Black holes and black areas in the past indicate a trauma or some kind of abuse or something similar in the past. If it is ecological, you might want to lighten it up. It takes a lot of energy to keep the past black. When you lighten up the past, you're also going to increase the person's ability to direct that energy (that they were using to hide past events) toward the future, toward what they want. It takes energy to keep the brightness down on those events. By turning up the brightness on those events, you give them more energy.

Trauma therapy: When returning to suspected / known past trauma's to remove them / dis-energize them, there may be discomfort as *other* events that were suppressed *also* begin to surface and sort themselves out. I.e the 'blacked out' memories, the chunks of time they have suppressed / repressed / blacked out / blocked. So say to the client, "If we do this therapy, then there may be periods of time where there may be some discomfort, or there may not. Is that all right?" Give them a choice, so that they understand by making these changes, they may have to go through discomfort that may occur as the unconscious mind begins to sort out the memories. The Time Line is certainly more benign than other kinds of therapy, including traditional hypnotherapy. Without the Time Line process, a person may have to go through a year or more of old memories coming up. Using Time Line we can complete it quickly.

Take out the memory, taking out the gestalt if necessary, and then to replace it. If it is appropriate, you can take out the whole episode or at least change their personal history. Then the whole incident will be able to be normalized fairly quickly, or there may be a short period of adjustment. Some of the experiences may be oppressive, so you will want to make sure to give your client a choice. Now, with all that out of the way, go back and run a phobia cure model with the abused person, or you can go back and change his personal history, and you will have resolved the matter.

DETACHING affects / pain / suffering: You can very simply, quickly, and painlessly remove all negative affects from your timeline, while retaining all the lessons learned. The data, without the negative emotions. "When you think of a specific event that is particularly unhappy for you, it's OK for you to continue to remember that event, but perhaps you'd like to have the emotions detached from that event. As you think of that particular event, notice down at the lower right-hand corner a little hook there. What I'd like you to do is to unhook the emotions that are there, just unhook them. Now, step out of the picture and make sure you see yourself in the picture. Notice now that changes the event." After you've done it with one event, you can do it with many. If they have a lot of negative events in their Time Line, you can then say, "What I'd like you to do now is to take all the events in the past that you're not particularly happy about, unhook all the emotions that are there." And it does happen. They unhook the emotions. Then the memories that remain are informational rather than negatively emotional. They are useful, productive, generative, offering choices, rather than limiting you through fear, pain etc. MHR pain should / could be disposed of in the same way i.e if you can replace the representation system called 'pain' with another, so long as you attend to this 'other' equally as you would to 'pain', it can allow you the feedback without any suffering, especially chronic pain, where the feedback makes the condition worse, rather than motivating you to stop the 'painful' action, and/or where that condition is unavoidable. Buddhists monks demonstrated this with self-immolation. Perhaps they 'represented' the burning

sensation (like that of eating chillies is inversely mis-represented) as a bright blue color...they acknowledged this blue color feedback, accepting what it represented, but having no fear of death, it was just saying to them 'hey man, you are burning up and this will kill you' and they are going 'yes, thank you for your feedback, I'm quite content to 'die', so I'll just sit here and burn up. I intend that this shocking demonstration will lead people to empathy and justice, and towards the teachings of the Buddha in every new-incarnation of the Buddha.

Another possibility for deleting negative emotions is to put the person on the other side of the event from now. Shifting the temporal perspective in that way also will delete the negative emotion MHR imagine the peace and calm of nirvana, heaven etc, displacing any current negative affects / that representation we call 'pain', replacing it with the peace on the other side of this current situation i.e MHR '**being there, then**'. BE THERE, THEN. Which may account for some reports of martyrs burning at the stake with joy / rapture / calm / peace / tranquility.

TIME VERB 'SPIEL': THE TRICK MILTON ERICKSON INTUITIVELY USED, AND BANDLER MODELLED, AND LATER NLP DEVELOPERS ADAPTED: Erickson, then Bandler, shifted their verb tenses between past, present, and future, as they made suggestions to clients, in unobtrusive ways, bypassing the client's potential conscious objections i.e observation / notice...quickly speaking of a desired change as if it has already happened, and so that the positive desired outcomes are already attained. As the client accepts the utterances, they implicitly accept the assumptions made i.e that the changes will / have / are taken place. Simply by change a verb tense here and there, in a way that doesn't attract the attention and objections of the conscious mind / the client. This allowed Bandler, and other talented /competent / expert NLP practitioners to 'implant' new beliefs / assumptions in clients even over the telephone. These new implanted assumptions are accepted by the unobtrusive part of consciousness as 'real', as 'reality', and so this part of the mind immediately begins manifesting these new realities, e.g I am now a non-smoker, in control of my drinking and eating, capable of doing X and facing Y, unaffected by the presence of Z, etc...Like Buddhist teaching of 'remembering' things you want to 'learn', as if you are accessing a memory you already have, which is much easier than 'learning' something new you don't know yet...such as a solution to a problem, or a design for an idea, or a story, or a song, or a skill.

This is Wyatt's, but find Bandler and Erickson examples, then model them more clearly, maybe with blanks and exercises, as this seems quite powerful. 'What would it be like as you look back upon now, having made those changes now? That you wanted to make, haven't you. You like the way you look, don't you? Because that's the you that's most compelling to you, isn't it? And those are the things you want to have. Now, don't you? Good; what I'd like you to do is to put

that memory back in the future, make sure it's just as compelling and just as lower-lip-licking as it was before, and float back to now."

MHR So now you unobtrusively replace 'was' with 'is', and replace 'will be' with 'is' tenses. So the things you WANT from the future are already implanted as present realities, in the mind, which the mind will then begin working on to 'realise' i.e 'self-fulfill', in terms of things you WANT. And in terms of things you do NOT want, the change will be from 'real' to 'was once real'. They are *no longer* real.

Use language that assumes the past problem is dealt with, over with, by being careful to say 'You HAD ... Versus 'were hav-ING...i.e closure. Finished events Vs ongoing / continuing. You are working on changing / optimalsing their inner representations of the past events / present events/ and future events ...conditions, situations, affects, etc.

Let's pick an easy past traumatic event to begin to work with. I want to make sure that as we talk about it that you are... that working on some of these events may cause other events that were hidden and buried to begin to come up and surface, and you may have to handle those. I'm wondering if you're willing to do that.

what I'd like you to do then is to float up above your Time Line. Where's your future? Right there, OK, good. Where's your past? (Moves out of John's Time Line.) OK. I don't want to get in the way. (Pause) I'd like you to float up above your Time Line and go back into the past. As you stand outside of that event, looking down on it, you get a sense that that's an OK event to change? Remember, you're above your Time Line, you're right here now. As you're floating up above your Time Line, I want you to make sure you stay right there, and since you have all the training that you know you have, you can do that, right? I'd like you to very slowly turn up the brightness on the event. Staying right here. Now, staying above the Time Line, I'd like you to take the event and put it on the screen in front of you. Staying above your Time Line, I'd like you to create a screen in front of you, and bring that event right up on to the screen. And I want you to have it in black and white, the event. We're going to run the movie of the event out from the beginning at high speed, dissociated, so you see yourself up on the screen to the point of maximum emotion, just one moment past that point of maximum emotion. And when we get out to that point, I want you to freeze-frame and white it out. "Now, turn the brightness back down, and I want you to associate it and run it backwards in color, associate, step into the picture, run it backwards in color at high speed right back to the beginning. Bang. OK. "Now, as you think about that event, is that event OK?"

John: "Much better. I was just sad, and I don't know why." Tad: "You were just sad. And now are the emotions a lot less? So you feel a lot better about that event?" John: "Yes, not totally."

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Tad: "Not totally? OK. Would you like to run that again?"

John: "Yeah."

Tad: "OK, go ahead. (Pause) And now, because those things you learned... because those learnings are important to you... and you learned things from that experience... and you want to preserve those things that you learned... while yet allowing yourself in the future... now... to be able to have those things you want and not have to keep those. You can let them go now. Can't your

John: "Yes."

Tad: "Good. So, as you think about that event now, is it OK?"

John: "Yes."

Tad: "Completely OK?"

John: "Yes."

Tad: "Great. So put that event back in your Time Line. "

John: "Something just happened. I'm seeing that a difficulty, going back in the past in the Time Line, almost stops it. It gets very muddled and a lot of the Time Line is dark and strangled out like it's been S-curved around, and so it's hard... I see chunks of bright, but I know that on either side there's chunks of dark, you know, where it's curved around... and it just straightened out, so, it's cleared itself up."

Tad: "OK. Now, are there other events in your past that are as easy to handle as this one that you'd like to have cleared up at this point? And I know you're very quick at this, because you're probably one of the faster people I've ever seen doing this type of thing, and I'm wondering if you could do those all at once. Just sort of turn up the brightness and have them be OK simultaneously."

"Could you, for example, run all of the ones that needed to be dissociated so that they were OK simultaneously, maybe, one, two, three, four, five, however many there needed to be simultaneously, so that they were all OK? Now. You can do

that, can't you? So now as you look at your Time Line, is it the same brightness all the way? Are there still some events in the past that are... (Pause)

John: "None real dark."

Tad: "None real dark? So they've lightened up considerably?"

John: "Yes."

Tad: "Good. Good for you. So you're doing the hook thing, detaching emotions, too?"

John: "Yes."

Tad: "Good. All right. OK. Good. And, notice how they begin to go by themselves without you having to do anything. Yeah. Notice how quickly they can all sort of line up. Notice how much easier it is to breathe. You seem to be becoming lighter, yeah, if your whole past lightens up."

John: "It's a real big difference. The future is getting real bright too."

Tad: "All right!"

John: "Wow."

Tad: "You can leave it that way if you want to. (Pause) So now, as you look at the entire continuum of past, present and future, is it OK?"

John: "Yeah, it's really good!"

Tad: "Good. Excellent. Now, one of the things you may begin to notice in future weeks is that all the energy that you were using to hold that past the way it was has now been lightened up and can begin to be applied to future things that you want. And you can use that to make things that you want more compelling and even more irresistible to the point where, even without your seeming to have to do anything, you can begin to produce results that are seemingly miraculous in the future, now, as you think about it."

John: "Yeah, that's really exciting."

Tad: "Very good. Good. OK, can you float back into the now? Before you put your Time Line away totally, at the moment, I'd like you to notice that there is a number of events all the way from the past into the future that have changed, the gestalt theory, if you will, and notice that those things that you've, in the past,

now lightened up, that it's actually changed the future so that those things that you wanted are really becoming easier to get."

John: "Yes." Tad: "Good. So, what will you have to do in the future now that you've done these things that you've wanted to?" John: "I won't do much, but I don't have to, it's going to work anyhow. I'm going to put some more compelling stuff in there." Tad: "Almost effortlessly?"

John: "Yeah." Tad: "Excellent. OK, good. Come back to now and when you're ready, you can open your eyes."

Dan: "When you said, 'He's the fastest person,' you were using language patterns and creating the fast person, weren't you?"

Tad: "Haven't we? And that's what Time Line is all about. You may discover this, here. Dan, you may discover that you're learning things already unconsciously that you had no idea that were coming so easily. In fact, in our trainings we are training the unconscious, haven't we?"

Time Line is the most powerful therapy you can do. You can make major shifts in a very short period of time." What do we do in NLP? We change personal history, which is totally applicable to Time Line. We do reframing. We do visual squash, or spatial reframe (see "Changing the Basis of Personality"). All fit very easily into the Time Line format. Use it and you'll get major personality shifts in people. Time Line changes tend to generalize better than any other model I have seen, because we are working on the history of the person. You see, we are nothing more or less than our collection of memories. If we change the memories, using Time Line, then we can change the person.

To allow for the possibility of past lives, you might say, "Now, I could guess when the event was that caused this problem, but your unconscious mind knows better than you or I do. There was an event that was the cause of this... (condition or behavior) ... and if you were to know when you decided to have this... (condition or behavior) ... would it be before, during, or after your birth?" If the client says that the event was before birth, then you can say, "Was it while you were in the womb or before?" (If you've already done some Time Line Therapy, you probably have found that many people can remember back to the womb. They remember events that happened and experiences that occurred while they were in the womb.) If the client says, "In the womb," then handle it as you would any other memory. If the client says, "before birth," then "Did it happen in a past life?" "If you were to know, how many lifetimes ago was it?" (Before you float them back to past lives or past generations, if it's the first time, have them mark "now" with a big flag and tie a string around their toe so they can find their way back. using this kind of language does not imply the existence of past life experiences, but it does allow for it. If the client's answer indicates a belief in past

lives you can utilize it and enter the client's model of the world. MHR rejecting this model destroys rapport...use it as a resource...a belief that can be employed to positive ends...it is not your job to judge their model, but to employ it for their benefit, in this context.

MHR 'I guess you are here because you want to CHANGE NOW. (last given as suggestion / command).

I'd like you to float right down into your body at the time of that trauma / first instance of this phobia / feeling / limiting belief, and tell me what emotions were present at that time. "OK. Float up above your Time Line again. go back five minutes before that moment, float down just above your Time Line, turn back around, and look toward now as you look along the continuum toward now and tell me where has that affect / emotion / feeling gone? "Now, I know that there may be a part of you that thinks it's necessary to hold on to that, so before you let all of it go, I want you to take all the things you learned from that betrayal, all the learnings that you have, and I'd like you to store them in that special place, that special place you reserve for all such learnings, the place that's important to you, where you can preserve those. 'Cause the things you learned were important, and it's OK to let that emotion go now... (Pause) haven't you? (Pause).

"You will change when you are ready to change, **aren't** you?"

We've made a number of changes, there may be some adjustments going on inside. Just allow them to continue, and allow your unconscious mind to continue (speeds up) to sort out those processes and things that it needs to sort out so that it continues to make these changes and allows you to be completely and absolutely, totally successful. As you sleep it'll be able to do that, and you may have some, lots of weird dreams and lots going on inside your head and that's OK. And notice that the completion of the sorting out process will be done by the end of tonight, and it will be (slows down) totally possible for you to be (whisper) absolutely successful, now.

A way to program your future so that you achieve your goals, that what you want in the future becomes real, and undeniable to your brain.

There is a direct relationship between the specificity of the goal and its achievability. MHR more vivid, real, cues unobtrusive part of consciousness to 'realise' / 'manifest' it.

MHR Be sure the goal is a concrete outcome, and NOT a state e.g 'happiness' (re: job interview failed! She wanted to see if I'd learned goal setting etc...and assumed my answer indicated I hadn't, when in fact I was being MORE precise!)

MHR NLP teaches that ANY state can be experienced IMMEDIATELY i.e it is just a mental construct. The objective takes time. Projecting a state into the future just puts it off forever i.e it remains a 'future' state. Whereas an object can be realised / requires time, a state can be had immediately, maybe confuses unobtrusive part of consciousness because we are working with time-lines, with time, and no state requires ANY time at all !!!

KEYS TO AN ACHIEVABLE OUTCOME: NLP's outcome definition techniques. 1. Stated in the positive - "What specifically do I want?" 2. Specify Present Situation - "Where am I now?" (For this question, make sure that the picture is Associated.) 3. Specify Outcome - "What will I see, hear, feel, etc., when I have it?" (This means that the outcome is viewed as if it were accomplished now. Make it compelling. Then insert it in the future. Be sure that before you insert it in the future, that the picture is dissociated.) 4. Evidence Procedure - "How will I know when I have it?" 5. Is it Congruently Desirable? - "What will this outcome get for me or allow me to do?" 6. Is it Self-Initiated and Maintained? - "Is this only for me?" 7. Is it Appropriately Contextualized? - "Where, when, how and with whom do I want it?" 8. Resources - "What resources do I have now, and what resources do I need to get my outcome?" a. "Have I ever had/done this before?" b. "Do I know anyone else who has it?" c. "Just suppose I had it now." 9. Check Ecology - "For what purpose do I want this? What will I gain/lose if I have it?" a. "What will happen if I get it?" b. "What won't happen if I get it?" c. "What will happen if I don't get it?" d. "What won't happen if I don't get it?"

Aim is detailed, vivid, compelling representations of what you want.

Find the most appropriate moment for the accomplishment of your outcome, position yourself above that point in your Time Line. Now, bring up the picture of what you want in vivid detail. Associate into the picture. Float right into your body, and feel the feelings of having what you want. Check your feelings as you make sure that the picture is bright enough, but not too bright. Notice the feelings you have, and increase or decrease the brightness until the feelings are the strongest. Next, bring it closer and closer until the picture is close enough so that the feelings are the most intense, but not too close. Turn up the colors so they are really, really rich, but not too rich. You know, just right! Make sure that the focus is very clear. Clear enough, but not too clear. Make any other adjustments you need to make the picture the most real and desirable. And when you're done, step out of the picture, so you see yourself in the picture, looking at yourself. Now, staying in the future, as you put the picture in your Time Line, turn back around and look toward now. Notice that all the events between then and now are changing and rearranging themselves so as to totally support your having exactly what you want in the future. And you can, can't you? Come back to now and,

looking toward the future, notice that this is just the beginning of your having what you want.

You needed certain resources for the accomplishment of your outcome. (Let's suppose for purposes of this exercise that you discovered that a resource you needed was to learn about something, in order to achieve your outcome.) So, I'd like to ask you to float back into the past to a time, a happy time, when you learned something easily and elegantly. The learning doesn't need to be something related to a school situation, just a time when you learned something easily, and perhaps so easily that you surprised yourself. You may have said, "Wow, I didn't know I knew all that," or something like that. It could be any context where you were perhaps even surprised by how easy it was to recall the information. Maybe you were talking to a friend, or to several friends, and you were pleasantly surprised about how much you knew about the subject. (If you can't remember a time like that, then imagine what it might be like to have had that experience. Perhaps you've seen it in a movie or had a friend who had that experience. Imagine what it would be like to have it, or pretend you're someone who has had that experience.) Good. So float right down into your body, and feel the feelings of being an exquisite learner. Now, wrap the feelings of being an excellent learner around you. Take those feelings and let them permeate your body. Feel the feelings of being a great learner. And here's one more thing. Before you had the feelings of being an excellent learner, your unconscious mind had been going through a process of allowing it to be assimilating and organizing all the information that you needed into a format that the conscious mind could easily use as it needed. Whether or not you were conscious of it, your unconscious mind was doing the work of making that information available to you in a usable way. So bring that process, even if you aren't fully conscious of it, with you as you float back up above your Time Line.

Now, float back above your Time Line and float toward now, and as you approach and pass now, find the appropriate place to put all that you need to know to ensure your outcome. Take the feelings and put them in that most appropriate place, in your future. As you do, I'd like you to notice that the experience of being such a good learner changes and affects all the events between then and now, and that in the future you can draw on this strategy of being such an elegant learner any time you choose. Any time you want you can have that ability. Any time you want these learning resources they will be available to you. So, any time in the future when you need to learn something, or you need to use any information stored in your unconscious mind, it will be there for you automatically. Turn and look toward now, and notice that the process is also installed, and that it reaches back all the way to now, and even into the past. Even if you don't notice it, that's all right, because the process is now installed all the way from now, out into the future, and even further into the future beyond the event and out into the future as far as you can see. Your ability has always been

there and now you can make use of it as you need. When you have done that, turn and float toward now, float right back into now, and then open your eyes. This is how to program your future.

ASSOCIATED VS. DISSOCIATED

When you put a future memory back into the future, it should be dissociated. When you complete work on something you want to make compelling, make sure it's dissociated. (A memory that is associated is an outcome or a goal. A memory that is dissociated is a direction.) Dissociated future events tend to generalize better than do associated future events—rule of thumb. The problem with reaching a goal is that the mission has been accomplished. You have it, and then what? Sometimes if a future memory is associated, you have the feeling of already having it. It's less compelling if it's associated. Dissociated is more compelling because you do not have the feelings of already having it. If you have the feelings of already having it, then you're associated. Dissociated makes it more compelling and gives a sense of direction. After you reached the goal, everything seemed to change, and the momentum of going toward the goal was gone. In that case, you attained your outcome but you didn't have a direction set up beyond the outcome. If your outcome is dissociated, it creates a direction so you continue to go beyond that particular goal or event in the same direction. It's the same rule for swish patterns—present state—associated, future desired state—dissociated. Present state associated, desired state dissociated.

There are several different possibilities for change work using Time Line Therapy. Each way will have a major effect on the personality of the individual.

1. Memory Removal: Take the memory out of the Time Line, and blow it up in the sun. Then replace it with a favorable memory.
2. Change Events: You can go in to an event and change it. Say, "Now run the movie, looking through your own eyes, acting the way you would act, with all the new resources you need." That is a standard for changing personal history. But then you can also have them change the gestalt, saying, "... so notice how changing this event also changes other events forward and back on the Time Line that are of a similar nature." They will go through and make the changes.
3. Delete Negative Emotions: You can erase negative emotions such as guilt, shame, anxiety and fear. The procedure is to float people above their Time Line, and have them go 15 minutes on the other side of the event about which they had the negative emotion. Then have them look toward now, and say, "Now, where's the emotion?" The emotion will disappear. Alternately you can unhook the emotions (a metaphor) from the lower right hand corner (lower left hand if they're reverse organized) and then have them step out of the picture—step out, so they can see themselves in the picture. This will dissociate them from their feelings.
4. Phobia Model: What does the Phobia Model do? The Phobia Model, if you run it enough times, will destroy the memory. In this model, run a movie of the memory dissociated in black and

white, at high speed out to the point of maximum emotion or to the end, freeze-frame and white-out or black-out. Then out of the white-out turn the brightness back down (dim the brightness until they can see the picture), associate to it and run it backwards in color. That's the Phobia Model. If you run it enough, it will destroy the memory. You can also assist it by giving the appropriate suggestions. The most I've ever had to run the phobia model is 15 times. This was on a very intense phobia. When we had run it 15 times, the memory was destroyed. The Phobia Model begins by blurring the distinctions during the initial three or four times it runs. This causes the person to have a lot less feeling with the memory. After three or four times, they may still have the memory, but it will be fuzzier or less distinct. 5. Compelling Future: There are ways in Time Line Therapy to change the future to make it more compelling. I don't know of any reasons to want to make a memory more compelling. You can change future events to make them more compelling. (See "Programming your Future on Time Line.") 6. Changing the Direction of the Time Line: Finally, you can change the way people organize time by changing them from In Time to Through Time or vice versa. Just have them float above their Time Line, and then say, "Now, as you float back down into now, just rotate your Time Line by 90 degrees so that: a. it is all in front of you and stretches from right to left, or b. your past is behind you." This will change a person from In Time to Through Time, or vice versa.

Your values, beliefs, phobias, anxiety, and much of what constitutes what we call your 'personality' is a product of past experiences, imprints, implants, and the definitions of T etc these collectively produced...so by going back along your timeline and removing / replacing these, and adding new, more optimal same, we can effectively change your personality ... your definitions of T...your outlook on life, attitudes, values, limiting beliefs ... you modelled certain behaviors of significant others...sustained engrams from traumatic experiences...were imprinted at impressionable periods / instances...can process engrams / remove the affects while retaining the lessons learned...

SAMPLE OUTLINE OF TIME LINE THERAPY USING GESTALTS

1. Discover if the person is In Time or Through Time. 2. Have them Float above their Time Line. 3. Note the Submodalities, and make sure that the client's experience is that SMds are the same for the past, present and future. If not the same, change the SMds so that they are the same brightness, and approximate color, or the future slightly brighter than the past. 4. Have them go back into the past and find the earliest unwanted experience in the chain that they can find. (If using a visual squash, such as Robert Dilts' model for integration, have the new part do it.) 5. Have them preserve the learnings, saying, "Just before we change these memories, I want you to preserve these learnings in the special place that you reserve for your learnings." 6. Change the memory using the Guilt/Anxiety Model, Change Personal History, or Phobia Model, or just have them remove the

memory. If you are using the Phobia Model, ask them to run the pattern until the memory is destroyed. Say, "I want you to run it until you can't get the memory back." 7. If you removed any memories, replace the removed memories with favorable ones using swish patterns or movies. 8. Continue steps 4-6 using the earliest memory available, until the unwanted memory, state or behavior is not accessible. 9. Have them float down back into their time line and come to now. 10. Future Pace and Test... (Have them go out in the future and look back to now. Test ecology.)

Computers 'sort' information i.e 'organise' it in specific ways. Determine what 'attend' to. Theory of coherence / personality insists we have one personality, and it is coherent...a model...that requires distortion, deletion, and generalisation...that the model is not-conscious...MHR 1000 flowers of the soul...conscious denial...deliberate self-serving (perceived self-interest) ... don't let people off the hook so easily as if they are innocent victims of own non-conscious...they know what they are doing, just numb their empathy etc...have all sorts of 'noble' lies, theories, models, fictions, narratives, to 'justify' their actions...Machiavellian...self-service...egotism...which means both ironically there is LITTLE hope, as people are aware of what they do, and insist on continuing...but SOME hope i.e it is conscious, so if they are ever willing, we can appeal to their conscious arguments...vary with emotional state / affect at time...MHR this is bad for us, as it means people only empathise when feel vulnerable...once this passes, they become ruthless again...usually...stress can lead to 'behaving badly' i.e good person can 'fall'...so never judge person, judge behavior, until it gets to the point that it is clear the person knows exactly what they are doing, have no excuses, and then what? Have to be practical...not act of malice to remove them from 'sane' 'conscientious' society i.e so they cannot harm those doing their best to be their best...

I fucked up, failed, fell, etc VS I AM a fuck-up, a failure, 'fallen'...

NLP like Plato (none of these people are vegans so all make excuses for self) assume people behave the 'best' they know how, at the time, given their conscious awareness of facts, situations etc...but bullshit...only 1% people vegan...not like it is hard to 'know' what suffering, misery, pain, etc inflicting, simply for 'convenience' and 'culinary tastes' of ruthless (in this context of invulnerable power over animals) people...

You shall know the tree by it's fruit...What people DO is the real answer to your questions about them...not what they CLAIM they are, not their verbal communications / expressions / utterances...who does NOT think they are basically 'good' people???

Sigmund Freud was one of the people in the history of psychology who was concerned with defining the elements that make up the basis of personality. Freud

had two primary students—Jung and Adler. The basis of Meta Programs is based largely on Carl Jung's work as outlined in his book *Psychological Types*, written in 1923. Jung was concerned with type casting a person in order to predict his personality and therefore his behavior. Jung's work was later continued by Isabel Briggs Myers, who used it in creating the Myers-Briggs Type Indicator, the most widely used psychological profiling system in business and government today.

In each case, the desire was to discover what elements make up a person's personality. Interestingly enough, Jung's and Myers' models fit quite nicely into the NLP model. In fact, it seems that their work is completely aligned with the model of personality in NLP. In NLP, we are concerned with Internal Processes, Internal States and External Behaviors: Internal Processes are the internal processing strategies that we use, essentially the "how"—how we do what we do. Internal States are the emotional states that an individual experiences, providing the "why"—why we do what we do. External Behavior is the "what"—what is generated as a result of the combination of the Internal Processes and the Internal States.

"When it's time to recharge your batteries, do you prefer to be alone or with people?"

A) Introvert:

Someone who is introverted will prefer to be alone; he prefers the internal world of thoughts and ideas over the external world of people and things. Asking the above question will usually separate the Introvert from the Extravert. Although some Introverts can learn to come out of their shells and do well with other people, when it comes to the question of recharging their batteries, they prefer to be alone. Introverts make up roughly 25% of the population. As an Introvert, a person will be more interested in the inner world of concepts and ideas than in the outer world of actions, objects and people. He will be more interested in how that idea, person or thing influences their beliefs. He will have a greater depth of concentration (as opposed to breadth of interest). Introverts will view Extraverts as shallow and not real or genuine. Introverts will have a certain space or territory that they call their own. An Introvert will be "lonely in a crowd." Even at a party an Introvert can be lonely. (Whereas an Extravert says, "Look at all these people. How can you be lonely?") Introverts tend to have few friends and look for deeper relations with them look to self for causes reflect before acting be self-sufficient enjoy working alone be less carefree be more solitary. Value aesthetics. Score highly on aptitude test like to deal with concepts and ideas Introverts tend to prefer jobs like: mathematician engineer dentist artist writer printer farmer carpenter technical jobs creative architect scientific jobs creative research scientist.

"If you were going to study a certain subject, would you be more interested solely in the facts and their application for the now, or would you be more interested in the ideas and relationships between the facts and their application for the future?"

A) Intuitors:

An Intuitors will prefer to perceive the possibilities, the relationships and the meaning of their experiences (as opposed to immediate facts and experiences themselves). Intuitors make up only 25% of the population. They will be more interested in the abstract big picture as opposed to the specific details. The Intuitors is most interested in the future, and in grasping possibilities. The Intuitors is so much into relationships that he may disregard sensory data coming in right now. They may disregard it to the point that they fail to notice what is going on now. Intuitors describe themselves as imaginative and ingenious, and the Sensor as being too much of a "stick-in-the-mud." Intuitors tend to: have a positive attitude toward change like new possibilities be tolerant of complexity be aesthetic and theoretical like open ended instructions value autonomy seek patterns in complex situations prefer working at symbolic and abstract levels be more creative in direct proportion to their Intuitors score have higher turnover in mechanical/clerical jobs read more for pleasure than Sensors Intuitors tend to prefer jobs like: research scientist architect writer mathematician psychologist musician minister physicist chemist Regarding time, Intuitors will be the poets, dreamers and visionaries. They are the dreamers. They dream of a world that they would like to have in the future, and then they move toward that dream. They are constantly trying to make today into what they already envision for tomorrow. This kind of inspiration for the future is often lacking for the Sensor, who is mostly in the now. Intuitors, however, have no patience for doing the actual work of "getting there," because they are still farther off in the future and dreaming up new plans. And what is intuition? It is simply the ability to (1) move to levels of greater abstraction of thinking, (2) find the relationships between ideas and then (3) move to levels of greater specificity or more detailed thinking and (4) relate it to the current situation. This is the process

On the Myers-Briggs, there tends to be a direct correlation between the score of the individual on the Intuitors scale and his level of intelligence.

People who tend to favor Auditory Digital tend to be more dissociated and are called Thinkers. People who tend to favor Kinesthetic (Internal) tend to be more associated and are called Feelers.

Be sure to ask the questions in a way that is non-judgmental, and in which your tone of voice is neutral and does not bias the answers. As you elicit someone's Meta Programs, you may discover that the person is not one or the other but a little of both.

The Direction Filter deals with whether you move toward or away from these values and whether you have an approach (attraction, reward) or avoidance (repulsion, punishment) type of personality.

We are looking for the PREDOMINANT direction, the way a person responds most of the time in most situations. (Remember that Meta Programs may vary according to state, context and stress levels.) In addition, it's important to note that at some level almost everyone will move away from. MHR so this biases people currently enduring chronic stress Vs people who have it relatively easy.

When you ask someone what he wants in life, he will either tell you what he wants or what he doesn't want. "Toward" people move toward what they like. "Away from" people move away from what they don't like. Your client will either tell you what he wants or what he doesn't want. Toward answers will be about what a person wants. Away from answers will be about what a person does not want. Interrogate e.g I want more money...to find out if it is a means to avoid what doesn't want, or to get what does want, etc. Motivate a team using a mix of carrots for 'toward' and 'sticks' for 'from', to appeal to / motivate the different members. Find out what works for each. The intensity of movement is called motivation. How active are they in the avoidance / striving? Apathetic? Active? Inactive? Satisfied with current situation?

Zen says, "The Great Way is not difficult for those who have no preferences." i.e no desires, no attractions or repulsions. Take all equally and accept. i.e Acquiescence.

'Against' people simply oppose things, rather than strive towards, or avoid.

Is the person is motivated by possibilities in life or by obligations? i.e uses phrases like I want to, Vs I must / should / have to. i.e why they do something. What degree of control of own life have?

External Vs internal check people...e.g when do they know they've succeeded, e.g in learning something? If they are internal, they may assume they 'already know' something very well and are 'competent', even 'great' at it, without seeking external feedback i.e. Verification MHR especially problematic re: communication and assumed 'intuition' e.g human lie detectors ...then question of whom do they seek feedback from / respond to feedback from e.g parents? Peers? Television? Teachers? MHR respect for 'authority' figures Vs actual testing of ideas / own experience. Do they care what 'others' think, and which others? i.e trust own judgements or refer to 'authorities' or 'norms' or 'peers' or t.v?

The Convincer Filter is the filter that someone uses in becoming certain or confident that something is true. The two Convincer Filters tell us how a

person becomes convinced (through what Representational System), and how many times a person has to see, hear, do or read something before being convinced.

Often bureaucracies get caught in a reactive mode—avoiding mistakes.

Ability to move between big picture, holistic, abstract, and concrete, immediate, details...motivated by details or holistics? ... how to make concept / goal / benefit / risk meaningful for person...concrete and real...and motivating...some people need to know WHY they are doing something, and not just HOW to do it, others happy to just do it, knowing how, without caring, really, why i.e get A's on test / do job well, get positive reinforcement / acceptance / approval / good grades / success without caring to what ultimate ends their work being employed e.g soldier wants to kill 'enemy', no realising they are doing work of evil people i.e who define 'harmless' person just like themselves as 'enemy'...etc...longer term bigger picture of no interest to most people...just go along to get along, and get ahead...

Often question of where to start i.e what level of abstraction e.g concrete detail or big abstract general holistic picture...each individual different...listen for cues in their language and feedback as proceed, as to whether you are operating on the appropriate level of abstraction for them...

Some people happier dealing with details, sequences, step-by-step and others bored by, want to delegate and focus on strategy, goal setting, bigger picture...some see the pattern, others just the pieces...some happier dealing with just pieces, others go out of mind if forced to deal with minutiae, while developing big picture strategy, i.e identifying and developing the pattern...

Induction is observing pieces, and inducing a pattern from them...often falsely ascribing i.e hit and miss, try and see, they who make no mistakes make nothing...need to be comfortable with abandoning projects / speculations i.e 'losing face' ... i.e finding out the 999 ways NOT to do something, 999 'wrong' ways...to hit on the '1' way that works...then being willing to abandon it when better explanation / pattern appears compelling etc...

Deduction is breaking down the pattern into its parts i.e deducing something not obvious in the pattern, FROM the observed pattern (induced, speculated, ascribed)

Ability to tolerate 'no knowing' i.e 'gaps' in what know...like when learning language...some more frustrated / irritated / intimidated by such gaps...

Data not information i.e does not help form clear understanding / reveal pattern...often apparently contradictory, refuses to 'take shape' or 'form a

pattern' in mind's eye...information structured to offer meaning more valuable...aids decision making rather than overwhelms...

Does person look for 'match' with what already believe (know), or contrast it with what already accept / believe / know? Mix of both common. Thus 'compare and contrast' comprehension exercises.

Activating looking for 'match' leads to deletion of much detail i.e impressions i.e selective perception / reinforcement of what already believe / know, while deleting rest that does NOT correspond to current noetic structure.

'Mirroring' is about 'matching' people, to develop rapport, gain trust, confidence, so can then 'lead'.

As we expand knowledge, in a theoretical sense, we: 1. Experience noise 2. Look for patterns in the noise [Matching] 3. Form correlations 4. Express laws 5. Find exceptions to the laws [Mismatching] 6. Find patterns to the exceptions [Matching].

Modal Operators are those words in grammar that talk of possibility or necessity. E.g .Can, Can't Will, Won't It is Possible, It is Impossible Could, Couldn't Would, Wouldn't, May not Must, Must not Should, Shouldn't Have to (Got to), Don't Have to Necessary, Not Necessary Need to, Don't Need to,

Our beliefs and values are often a result of, as well as a justification for, our actions. We also judge our actions based on our consistency. That is, we find ourselves doing something and then justify it by saying that the action represents a belief. We adopt belief systems and values in order to fit in.

Morris Massey's three major periods are **the Imprint Period**, which occurs from birth until age. We pick up and store everything that goes on in our environment. We get our basic programming in that Imprint Period. Our basic programming occurs between ages 2 and 4, and by the time a child is 4, most of the major programming has occurred. Most phobias created between ages 3 and 7. There may be amplifications or reinforcement of the phobia after that. May also be no remembrance of the creation of the phobia because the learning processes that occur during the Imprint Period are largely unconscious. The child unconsciously picks up the parents' behavior. Family is most critical during the Imprint Period.

The Modeling Period, is from 8 to 13 child begins to consciously and unconsciously model basic behaviors. They notice the behavior of friends and family and model them. At that point, children begin to develop heroes. We notice that children have fewer conscious heroes before age 7 than after; from age 8 to 13 they begin to start picking up the values of the people they have made

into heroes. Massey's point of view is that our major values about life are picked up between 8 and 13 (at around age 10). In addition, his point of view is that your values are based on where you were and what was happening in the world when you were 10

The Socialization Period, from 14 to 21. At age 21, values formation is just about complete. At this point core values do not change unless there is a significant emotional experience (or other therapeutic change is done). Using techniques described in this chapter, we can change the values in a matter of several minutes. Other than through NLP intervention, core values do not change unless there is a significant emotional experience. Other, more conscious values change and evolve continually. People change and grow and their values change over time. The values people start with, however, the basic core values, are formed around age 10 and locked in at age 21.

MHR Phobia just extreme form of prejudice against something (or possibly FOR it e.g inversion of taboo desire, Thanatos, Odipal etc). If locate 'imprint' of 'belief' or 'engram' of traumatic experience, can re-write these scripts / narratives and the fear / phobia / prejudice evaporates i.e it is the product of these e.g traumas / imprinting episodes / long-term conditioning...it is re-produced moment to moment by the background playing of these scripts / narratives / films, the constantly resonating engrams...simply stop re-producing the source and the symptom ceases to be re-produced i.e it is an artefact / product, not a thing in its own right...stop the interactions that were / are producing it from moment to moment, and it has no existence...it never existed...it was always a product of a process...which we nominalized / reified / deified / idolized as a thing / event.

Many current 'problems' have multiple interactive sources i.e many things interacting to produce the 'gestalt' e.g reaction / desire / aversion / prejudice / belief / hatred / phobia...interactive determinism...so as remove each element will weaken total product...interplay of traumatic engrams, imprinting, conditioning, e.g 'The Holocaust' comes at you from all angles, over and over, imprints from childhood, reinforced by fake history, corrupt laws, mass media presstitutes, and apparent 'fact' that everyone else appears 'convinced' it happened, no reason to doubt, no motive to doubt (that you are aware of i.e huge impact / power this gives the enemies of freedom / liberty / truth / justice etc)...

Any part of a gestalt can trigger the entire gestalt...so look for triggers...multiple triggers...i.e 'objections' to the truth...e.g 'BUT...excited reaction / anger / incredulity / malice i.e also reveal what sub-motives being satisfied by the 'belief' e.g need to hate someone, feel superior to someone, put someone down, cut down tall poppies, vent, project...on the poor truth seeking / would be teacher of reality / truths...

A story about values elicitation and the visual squash: I actually did this over the phone with an associate in Philadelphia, who said to me, "I am not making as much money as I think I really ought to make." I said to him, "What's important to you about what you do?" (I asked that because "what you do" is the way that you earn money, isn't it?) He said, "You're eliciting my values, aren't you?" First I found his top eight values. The first value was freedom and the fourth was money. Now, to my way of thinking, that's the way it should be. He had money in there, so he should have been making money. So what was the problem? If money was not there, I could have put it in the values hierarchy, using submodalities changes that we are about to describe. If money wasn't there, just putting it in the values hierarchy would change how he acts. But money was there, and I thought, "Well, that's interesting!" And I said to him, "So, the problem is that freedom is your highest value and you want to make more money. Is it that part of you wants to be free and part of you wants to make more money?" He said, "Yes." I said, "What I'd like you to do is to have the part that wants to make money come out, (pause) and which hand would that part like to be on?" He said, "The right hand." "I'd like the part of you that wants to be free come out and be in the left hand. I'd like to ask the freedom part, what is its intention, its purpose?" He said, "Freedom." "And what's the purpose of the money part?" I asked. "To make more money, so I can have all the things I want so I'll be comfortable." I asked this question, "For what purpose..." about five times, and finally he said, "... freedom, (pause) and my hands are moving together." "Just allow them to continue," I said. When his hands came together, he said, "Oh my God, my whole body is tingling and shaking. It's light!" I said, "Great, the parts have integrated! Now, do you have a visual image of this new part that is in charge of freedom and money, allowing yourself to make as much as you want and yet retain your freedom?" I couldn't see him because I was on the phone, but he said, "Yes." I said, "Good. We've created a lot of new behaviors today and I want you to make sure that your new behaviors are OK with all the other parts inside you. Could you just go inside and check and make sure they are OK?" He said they were, and we were done. Since we were on the phone, I said good-bye.

Visual Squash for integrating a person's values and beliefs, to resolve conflicts between conflicting parts to integrate them. 1. Identify the conflict and the parts involved. Use values elicitation and other language patterns to sort out the values, beliefs and the parts that represent them. 2. Ask each part to come out on one of the hands Form (or discover) the visual image for each part. Describe each part. (It is much better if each part is described in "people" terms.) 3. Separate intention from behavior. (Reframe each part, chunking up so that he realizes that he has the same intention. See "Hierarchy of Ideas"—next chapter.) What resources does each part have that the other part would find useful in helping it to be more effective? 4. Have each part tell you what is good about the other part. And then have each acknowledge that the conflict is getting in the way of

achieving their intention. 5. Resolve the conflict by getting agreement that they will work together. (If integrating, continue. If not integrating, end here.) Point out that they have a lot more in common than they realized and get agreement to integrate. 6. Ask how they would like to integrate. (Hands should move together; if not, help to collapse the image so that only the new part remains.) Then ask the person to describe the visual image of the new part. 7. Take the integrated image inside.

If you haven't made the shift agreeable with the part that is responsible for maintaining these value systems, then the part may shift them back. And if you have forgotten to change or align the history, then the parts may shift back. So, have the new super part go back and make the shifts in the Time Line so that the history becomes consistent with the new belief. If you have a history that is not consistent with the parts, the change may regress. You want to make the history in the past consistent with the new behaviors that are going to be generated by the new "Super Part," so have the part itself do the changes in the Time Line. That will make a major shift. We are talking here about major personality shifts, more than just a few values changes. Have your new Super Part go back and clean up the Time Line, then make sure you integrate the part. When you're done, have all the parts get around the center and give each other a hug and integrate as if they were one.

MHR sad fact that most people only 'learn' stuff 'forced' to i.e to pass a test and graduate school, then uni, then get a job, then get a promotion / qualification...few people invest much effort in learning anything they haven't been directed to / compelled to by some ulterior motive i.e NOT by the desire to learn that particular skill / subject matter ... which is why school and higher education and mass media have all the power...i.e passive learning...people just doing what told...then given emotional investment in it e.g 'you did well', 'your self-worth / acceptance / approval is based upon you having 'mastered' that subject i.e regurgitated a point of view / distorted view / deleted view e.g you 'know what you know now' ... have investment in your religious dogma, your fake history, your false impressions...they define you as 'smart' and 'worthy' ... you've invested so much effort, sacrifice etc into 'learning' these, you are loathe to admit they are worthless, and worse, counter-productive, negative, destructive of value, toxic, etc

MHR levels of abstraction...interlocutors using different levels / more comfortable on different levels e.g abstract to concrete...often value abstract, and getting person to give concrete examples of it either explodes it as absurd e.g weapons spending prevents wars, giving up freedom to protect freedom, the exaggerated and thus irrational fear of 'terrorism' Vs driving a car, and what you are giving up for supposed protection from the one Vs the real threat, and what you would NEVER be willing to give up to stop car accidents happening e.g

habeus corpus, posse cometas... i.e 'make it real'...don't let people get away with catchy emotional slogans i.e abstract 'noble' lies...move between levels of abstraction to ensure there is 'tracking' between concrete examples given / accepted, and their supposed abstract principle counterparts i.e is the example REALLY valid i.e an example of the supposed principle / idea / abstract notion? Often no tracking between i.e not even in same ballpark...comparing apples with tanks...peace with torture...freedom with prison...

Seek out common concrete objectives / aims ... often people talking past each other at higher levels of abstraction i.e both may want X, but imagine their model will bring it...and always comparing models, rather than what they both want...someone told them THEIR model is ONLY way...so fighting about models, not what really want...can show that many options can produce what they want, they can find one they can both agree on...MHR models / 'noble' lies / theories / ideologies usually disingenuous, to produce conflict, not harmony i.e divide and conquer...two stupid ideas competing for which color stupid is best...when need to focus on the aims / objectives i.e and work out if people really DO want peace, or playing games i.e ulterior motives for 'peace talks'...

Abstractions employed by those seeking power i.e vague / general / diffuse, can be used to justify anything, as 'excuse' for anything...e.g 'party line trumps any facts / individual cases'...so abstraction form of power...vagueness can be employed to 'legitimate' anything from individual corruption to genocide...'all in the name of 'freedom' etc...'Scientific socialism' / 'Marxism' as excuse i.e means justifies ends...ends expressed so vaguely / shingly / emotionally free of real concrete content, that motivates the very worst torture, mercilessness, ruthlessness, violence etc as 'justified'...when if you went into the details e.g of Marxism and its supposed 'utopia', you'd find the model much less motivating, i.e raises so many questions that you'd be unlikely to carry out atrocities in its name i.e some vague perfect utopia is to many 'worth' all the suffering...but when you focus in and start asking concrete questions about how this utopia would look in reality, you find all the flaws, imperfections, dissatisfactions etc...and so you'd lose the momentum offered by the vague, perfect, satisfying...thus the idea that the ends justifies the means would be undermined... it is easy to be 'sure' and 'certain' and 'have faith' in a vague perfect utopia / heaven than a concrete one, which would reveal many dissatisfactions...who wouldn't die for perfection? And kill? But for just another world mostly like this with some superficial differences? Thus the level of abstraction is always pushed higher by propagandists / tyrants, mass media...

MHR How dare Spielberg make me feel sick for days after pretending to show me 'historical' incidents e.g nazi's pushing man in wheelchair out the top story window of his own house in front of his family !!! Fucker had NO right to do that. It was an act of REAL violence against MILLIONS of viewers.

Tail wags dog in propaganda / fake news / fake history / social engineering / brainwashing of entire populations...i.e the 'abstract idea' of 'terrorism' justifies everything...but if you broke it down into facts, figures, concrete terms, it is an illusion i.e that 'threat' of terrorism. So the media needs to constantly control the narrative, to force all the concrete realities to appear to mirror the rubric, the abstract lie they have pushed on us all...which is why censorship is necessary for them...e.g of 'The Holocaust', because none of the concrete facts add up to give any holocaust...they are all contra-indicative of the abstract lie fed us for 60 years...so we get fake news, fake history, a barrage of fake education, and censorship of all competing (factual) data / narratives...

The structure of intuition is the ability to chunk up and find connections and relationships and then to chunk back down and relate them to the current situation.

If the communication is too abstract, then the person receiving the communication has to hallucinate or make up the details. The problem in making up the details is that the details are often wrong!

MHR changing values...re: role models, and swaying people to change behavior e.g ethics...If you go to work for a group of people who are vegetarians and you love and admire them greatly, you will probably become a vegetarian. It happens all the time. (???) i.e people WANT rapport with people they admire, want to be like...we need to do what alcohol / tobacco industry has done i.e BE what people want to be, so they will emulate our veganism...when it is seen as means to getting what people want in life...(mhr raises question of vegans rewarding non-vegans with sex / affection / love ... could they convert someone? ... or will they more likely be converted by them back to bad ways?...could 'carrot' of possible relationship sway them / motivate them? which is most likely i.e most often the case in reality? E.g Paul McCartney and Linda the rule? Or 'lapsing' and 'toleration of cruelty / ruthlessness of partner'?

We can make major short-term shifts in behavior by using the basic NLP techniques. One of the problems in NLP is getting long-term shifts in behavior. Our opinion is that longer-term shifts in behavior come from major changes in the belief and values systems that are the basis and cause of those behaviors in the first place.

MHR 'happiness' very abstract...majority of people apparently claim this is their goal in life, in employment etc interviews...and some recruiters see it as a bad sign i.e it is NOT concrete...sign of lack of goal setting abilities...realism...efficacy in business / employment world i.e would prefer a vivid concrete objective e.g 'to retire on 100k a year at age 55' would make them happier as answer i.e 'we can work with that' ...but we can't offer vague 'happiness' i.e sounds loopy to some, of no use as motivator ... to become part of

a 'machine' i.e organisation, which motivates on money, prestige, status etc...can't offer 'happiness' to anyone...the recruiter not aware of anyone who ever became 'happy' as a result of working with their organisation...so debatable if priority i.e main objective / goal should be concrete or vague i.e level of abstraction e.g 'to become a millionaire' is easy to track, measure, quantify, work with...can work out what need to do, when etc... Vs 'be happy and free' which is unquantifiable...a feeling...which no-one can 'plan' i.e 'break down into steps'...so need iterative goals i.e vague / inspiring and actual concrete steps to get there... n.b 'feeling' can be produced in dreams, trance, hallucinations, fantasy, IMMEDIATELY...unconscious knows this...so is confused by such goals itself...O.K, be happy...what's stopping you? ... when really people have concrete desires e.g sexy partner, freedom, status, admiration of peers, acceptance, approval, freedom to travel, opportunities, being loved / admired / respected ... etc

N.B advertising rarely sells concrete product...sells vague feeling e.g of happiness, sex appeal, self-esteem, 'success', 'happiness', 'love', acceptance / approval...

'Tad' claims can simply remove / replace real deep values etc...just have to be careful to limit context i.e danger if allowed to globalize i.e need 'well formedness' and 'ecological congruity etc like all NLP installations / renovations.

once you have elicited someone's values (and for this purpose, we are only interested in the words they use), you can use his top four or five values in a single sentence, and provide an undeniable motivator to him. By using someone's top values in a single sentence or a paragraph, you are giving him a powerful unconscious motivating compulsion that will propel them toward the goal. This is so because values provide the kinesthetic push or drive behind our motivation strategies. They are the actual push. In other words, the kinesthetic (feeling) that causes the motivation strategy to be motivating, is the same kinesthetic (feeling) that comes from the visual (picture) of the value. By feeding back someone's values to him in order of importance, you provide an undeniable motivator because of the kinesthetic push and because of the rapport you have established with them. For example, just suppose these are the business values you have elicited for your client, arranged in order of importance: Results Integrity Success Relationship Money You can then feed him back a sentence such as, "You know, Wyatt, in supporting our proposal, I am also committed to RESULTS and INTEGRITY, and realize that our SUCCESS depends on our ability to maintain our RELATIONSHIPS as we make MONEY." That sentence will be very motivating for your client.

Make sure that what you do is reversible, until you are sure of what you are doing. You can put it back. We are doing major shifts here. The important issues

are: You want to know that you can do it, and you also want to know that you can shift back if you need to. These submodality shifts in the values hierarchy are very simple, so it's easy to put them back the way they were.

Whose voice do people hear when they seek to express their values? Their own? Their parents? Teachers? Priests? Clarify this. Ensure it is THEIR voice, and thus THEIR value, not some value they think they SHOULD have etc

MHR what does 'money' or 'freedom' or 'power' or 'choice' or 'love' or 'security' actually MEAN to them, in concrete terms? Often conflicts real, often apparent, and have to work out which is which, and deal with i.e ecological aspect...often problems / conflicts not real at all, but artefact of level of composition i.e abstraction...

People may claim 'I want to earn more money', but it is really a low priority i.e they value independence, freedom, fun, variety, challenge, etc more than money i.e thus real conflict exists if they insist they really DO want more money...they will have to adjust to the reality i.e if you want more money, you need to sacrifice X and Y, which are really more important to you than money...so make up your mind...make a choice...compromise...you will be unhappy without X and Y but have more money, is that O.K? Or do you imagine more money will give you more X and Y? will it really? Etc

Elicit sub-modalities of each representation of their imagined state of 'having more money', or 'freedom' or 'happiness' i.e actual concrete meaning of these abstractions ... can then install values using the most vivid of these i.e copying sub-modalities of which values REALLY valued e.g fun / sex and copying them into the values you WANT to be motivating e.g money and so you will be excited about working hard, making sacrifices, studying, compromising you ethics etc to make more money...N.B 'Jews' have benefit that their religion promotes usury i.e be a lender, and thus enslave the goys...Vs the conflict the Jews set up in 'Christians' and 'Muslims' with usury as sin, and 'kindness' and 'mercy' Vs Talmudic brutal exploitation, without mercy, of all non-Talmudic 'Jews'...

Change sub-modalities of one priority that you/client are having trouble with e.g insist want more money, but motivated to do stuff that is fun, exciting, sexy etc...so that now the priority / value 'make more money' has all these affects attached i.e gestalt / triggers that will motivate the actions required to make more money, as previously was motivated to have more fun...so now 'make more money' is REALLY the priority motivator, whereas before it was what you thought SHOULD be, but wasn't i.e you said it was number 1, but you were not making more money / taking the steps necessary, you were actually focused on supposedly lower priorities e.g fun, freedom...now it really IS your prime / number one priority and you will be motivated to do what is necessary, as before you were motivated to do what lead to 'having more fun / excitement /

sex'...MHR use to replace 'cheating partner hot sex' priority with DESIRED priority of 'commitment / fidelity / long term partnership' and thus save marriage...i.e take philanderer and turn into fidelity / monogamist/ serious relationship person...

When you take the submodalities of whatever value it is that you're putting up there, and make it the same as the number one value, it becomes a number two value. It wouldn't become a number one value unless you change the number one value's submodalities to another set of submodalities, or unless you took the number one value out of there, which I would hesitate to do. "Typically, I've found that this particular shift is sufficient to have people remain with that value as their number two value (or wherever we put it) for long periods of time. It does not tend to shift back. It stays right there.

The difference between what we did here and the visual squash? Visual Squash is used when there's conflict. You see, if Marvin's parts did not agree with what we did, and there was a conflict between the money and the staying happy parts or any of the other values, what we would do is do a visual squash and integrate the two. After you've done the shift, if it shifts back then there's an internal conflict. In Marvin's case, when you have major values or belief conflicts, you use a Visual Squash, it's as simple as that. We did this quickly and the whole process took twenty minutes.

Participant: "When you're eliciting the list of values and you sense a conflict, would you do just a simple values shift or would you do the squash instead?"

Tad: "I would have started with the Visual Squash and then done the submodality shift afterward, once I had checked the congruency of the parts integration."

"Now say that there's a conflict between several parts regarding the freedom and money values that we pick up. You're going to have to integrate them all. Keep doing the Visual Squash until you get them all integrated, until you get one part that is in charge of freedom and money. Remember that when you're dealing with someone's values, and he doesn't use the same words that you do, that doesn't mean that his values are different. If you want to find out what those words mean, you need to elicit the complex equivalents."

THE MODEL

1. INVESTIGATE - GATHER INFORMATION: Meta Model, Keys to an Achievable Outcome, Presuppositions, Ecology
2. FIND PRESENTING PROBLEM: Presenting problem is the problem that the client presents to you as you begin the therapy. At this time you may also want to find the causal problem, although it is not absolutely necessary.

3. PRESENT MODEL FOR CHANGE TO CLIENT: (the language used is intentional) "A lot of things underlie other things, and sometimes when we do something, what we do is based on a belief that we have. Everything we do is a response to a situation, and so change is very easy, and frequently when we change something fundamental, as we are going to do today, everything in life changes. Sometimes when we dig up a weed, we find one root, or sometimes we find several roots that all go together to form the problem. So we can deal with all that easily by dealing anywhere in the system, since like a weed, everything is connected."

4. INSTRUCT CLIENT TO GO TO THE CORE: "We're going to go to the core belief or value that makes this possible."

5. QUICK INFORMAL REFRAME: "We're going to explore new ways of doing things that will still allow you to get everything you want; we're going to get you everything you want today and you'll discover how to get it more easily, and you'd like that, wouldn't you?"

6. BEGIN COMMUNICATION WITH THE UNCONSCIOUS: "I'd like to talk to the unconscious mind..." (If necessary, set groundwork with hypnotic language: "Now, you know you have a conscious mind, and I know that you have a conscious mind. But one thing that many people don't know is that they also have an unconscious mind, and the unconscious mind is the part of the mind that is here, and it is really responsible for all that you do. And as I talk to the unconscious mind, there isn't really any need for the conscious mind to listen to me, because the unconscious mind will hear everything that it needs to hear here, and that's what we want (need) today. And I want the unconscious mind to comfortably and easily decide what the conscious mind can do while we talk. Let him go off somewhere while we talk. I want to know some things about him..." etc.)

7. ESTABLISH SIGNALS: "... and what helps me when I talk to the unconscious mind is to have signals that I can see easily set up so we can communicate more clearly. Now I know you've seen people unconsciously moving their heads up and down when they meant 'yes' and back and forth when they meant 'no.' And that's one easy, comfortable way to communicate. Or even the movement of a finger could mean 'yes,' like this." (Grab finger and move it as a demo.) And the movement of another finger could mean 'no.' (Demo it.)

8. SET UP PROBLEM: "You know, I can guess what's the most important problem to you to change right now, but that's just me, and I want you to know that we can change that easily, and it probably would be useful, and yet that's just me. You, however, really know what's most fundamental, and what change will actually create the most powerful effect in the broadest area to completely transform the individual's whole life." (At this point you should be getting strong

signals.) "So, you know what situation it is that's most important to the individual right now?" (Signal) "Great!"

9. IDENTIFY THE FIRST PLAYER: "Do you know which part it is that does the thing you're most concerned about?"

10. TALK TO THE PART: (Still include the unconscious mind.) "I'd like to talk to that part, and if that part could come out on the hand, and let me show the hand how the part could be the most comfortable here (taking hand and turning it over), now."

11. DEMONSTRATE SIGNALS: (See #7)

12. ASK FOR PERMISSION TO CALL IT "PART #1":

13. IDENTIFY OTHER PLAYER: (Still include the unconscious mind.) "Is there another part that is involved in this, or a part that is the reciprocal, you know, the opposite number, the flip side of the coin?"

14. DEMONSTRATE SIGNALS: (See #7)

15. TALK TO THE OTHER PART: (Still include the unconscious mind.) "I'd like to talk to the other part, and if that part could come out on the hand, and let me show the hand how the part could be the most comfortable here (taking hand and turning it over), now."

16. OPEN COMMUNICATION BETWEEN PARTS: "Can you introduce yourself and tell Part #1 what your behaviors

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are, what you do, how you do it, and what you hope to accomplish with that ([optional] because you know that every behavior is a response to a situation), and so what is it that you're actually doing? What is the ultimate purpose of these behaviors?" (Pause)

17. CHUNK UP: "And as you realize the purpose, what does that in turn do for the individual?"

18. DO THE SAME FOR PART #1: (Follow steps 15 - 16 for Part #1.)

19. CHUNK UP AGAIN: "Now, both parts, noticing what purpose that serves, and in turn what purpose that serves, chunk up, continuing to go up the hierarchy of logic until you can clearly see, hear and feel that your ultimate purpose, your

values, are really quite similar (pause), if not identical (pause), even exactly the same." (Get yes signal from both.)

20. ACKNOWLEDGE SAMENESS AND TELL IMPLICATIONS: "You know, there is quite a lot of (complete) similarity in your intentions, beliefs and values." ([Optional when not integrating parts, only getting agreement:] "I propose an alliance that might be useful to both of you.")

21. INTEGRATE AND PRESERVE: "I'd like to suggest that since there's so much similarity between you that you become as if one, that you become one and preserve the good intentions, wisdom, skill and power that you each have, becoming more powerful as you do to achieve your intention. Integrate and become 1,000 times more powerful." (Signal, hands move together.)

22. CALL FOR OTHER PARTS: "As you are realizing this, you may also begin to notice that you were really just two pieces of what once was a complete whole. (Signal) I'd like you to realize what other pieces of the original whole are missing and bring them forward and put them here." (Suggesting the space between or on top of the hands.)

23. GET AGREEMENT FOR ALL PARTS TO INTEGRATE: "Now, I'd like to have everybody introduce each other, and..." (going to 15) "... until you see, hear and feel that your purposes are the same."

24. THE POOL OF LIGHT: "I want you to go inside and find the pool of light that exists inside in your center: you may have not even been aware of it until I mentioned it, and I want you to have the parts jump into it. Notice that the pool is pure light and energy, and pure love. It is your own pure essence. Bring it out here (outside the body). Now, as the parts jump in, watch them dissolve and become one with the light, (stop talking about parts) and draw this love, light, energy and any other good you need inside the body. Allow your hands to bring the light inside, into your center only as fast as it integrates into the center and watch... (pause) as the light goes out to all parts of the body, (pause) and the body becomes hollow (pause) as the light expands, expands, (pause) expands, (pause) expands to infinity, (pause) Notice that the entire universe is contained inside your body (pause) and that you are the universe, (pause) Now bring it back. Into your body. Make the light into the most useful shape that the new part will be, someone who has the characteristics of what you want your new part to be."

25. FIND TIME LINE ORGANIZATION: "Now what I'd like you to consider is how you store time. How do you, for example, know the difference between your memories... How do you know if you're looking at a memory or an event that is going to happen in the future? Because I'd like you to notice... Can you recall a memory from when you were age five? Notice where that came from. Good. Can you imagine what it's going to be like five years from now, or what will you be

doing a year from now? Can you imagine that? Good. What direction did that come to you from? Over there? Good. So what I'd like you to notice is that your memories are arranged, for want of a better term, it's sort of a line that stretches from your future through now all the way to your past, and if you could float a little above that line, could you look down on the entire continuum of past, present and future so that you are seeing all your memories arranged in that line? Can you do that now? Do you notice the entire continuum of past, present and future?

IF PROBLEMS HERE: "OK, I know there's a part of you that likes to do this and a part of you that thinks perhaps you shouldn't be doing it, and I think that's OK, and I'm wondering if the part that THINKS it doesn't want you to or THINKS you shouldn't be doing this is willing to play, explore and discover new ways of achieving its intentions while still allowing you to do this. Could you float above your time line now? I want you to tell that part that it's all right, that you've done this before and that it's really a simple procedure. And it increases choices and allows parts to achieve their intentions easier, far more easily than they had before this. And if it doesn't want to do that, perhaps it can do it just for purposes of this experiment. Can you do that? OK.

26. HAVE THEM FLOAT ABOVE THEIR TIME LINE: "Good. Excellent. Now, do you notice that all those events form sort of a line in your mind? Excellent. Very good. Very good. Now what I'd like you to do is to imagine that you're looking down on the events that form your past, present and future, as you float up above all that, so just sort of pretend that you're floating and that you're floating right up above your Time Line. And notice how good it feels to be above all that, that you can look down on the entire continuum—past, present and future. Very good. Excellent. Excellent."

27. NOTE THE SUBMODALITIES: Ask him to notice the Submodalities (SMDs), and make sure that the client's experience is that SMds are similar for the past, present, and future. It's OK and quite usual for the future to be brighter than the past. It's not good; it's unusual if there are black holes or missing pieces in the past. If the Time Line is not contiguous regarding the SMds, then change the SMds so that they are the same brightness and approximate color.

28. GIVE THEM AN EXPERIENCE OF POWER OVER THE TIMELINE: "And as you do that, I'd like you to go back on your Time Line to an earlier time, and I'd like you to recall a pleasant memory... when you were much younger, somewhere between the ages of eight and 13. I'd like you to recall a pleasant memory. And I'd like you to notice that the memory has the same characteristics as... any other picture you make in your head, or any other value or belief. I want you to notice that the construction of the memory is exactly the same as anything else. And now I'd like you to float up above it all and feel good being above it all.

Leave that memory behind for a moment and float up above your time line again and come forward to an age more than 21; more than age 21 and less than now, and I'd like you to take an unimportant memory. I'd like you to take a memory that doesn't matter, and I would like you to take that memory out of your time line. I want you to make sure that this memory has absolutely no significance, it doesn't matter, and that you can take it out of your time line. I'd like you to take that memory out of your time line and push it far away from you. I'd like you to push it further and further and make it darker and darker so that it becomes a little dot, and now push it into the sun and watch it blow up. Now I'd like you to take that memory or that space, actually, where the memory was, and fill it with something that matters, something that makes you happy. Perhaps it's a funny time or a time when you felt good about yourself. Or a time when someone else felt good about you. And make it so you smile. So you feel good about it. Excellent. And now I'd like you to come forward to now. Take as much time as you need to complete that before you come forward to now. And when you're at now, I want you to look forward into the future. Notice how far your time line extends into the future. And I'd like you to go out into the future all the way, but not quite to the end of your time line, and when you do that I want you to turn around and look back. Look back toward now so that the entire continuum—future, present and past stretch out toward you like a line. And I want you to notice as you look back from the future to now to the past, I want you to notice if there are any events there between the future and now that shouldn't be there or that you would prefer weren't going to happen. Just like the event you changed a moment ago. You can also manage the memory of the future in the exact same way. I'd like you to make sure that all the events between now and the future, as you look back from the future to now, support you. Support you in becoming the kind of person you want to be. Support you having the happiness and those things that you deserve. I want you to make sure that all those events in the future are of your creation and are those things that help you be the fullest person you can possibly be. And if there are any events in the future that you particularly want, I'd like you to pick one right now.

Pick an event in the future, something that you want to have happen. Move right up to that event, something that you really want, and I'd like you to look at that event in the future, and I'd like you to notice if that event in the future is something that is really compelling, that is, is it something that is really compelling you, something you really want? And what I'd like you to do is, I'd like you, for a moment, to step into the picture. See it through your own eyes, step into your own body and see what you'll see, hear what you'll hear and feel the wonderful feelings, and I want you now to turn up the brightness, make it sharper and more focused and closer, make it bigger, make it brighter, whatever you need to do, turn up the brightness on that picture so that it is the most compelling and make it even more compelling so that you really want it. So that you really, really want it. Excellent. Now, step outside of the picture so that you

can see yourself. And put it in the future. Take all the time you need to complete this now, and come back now, float right back to now, and..."

29. COME BACK TO CURRENT THERAPY: "Now, every behavior is a response to a situation, and you know that situation we're dealing with."

30. THE DECISION: Have them go back into the past and find the earliest unwanted experience in the chain. "Find the first or most important time, the fundamental cause of the limits as perceived by the conscious mind, and I want you to find the cause. I want you to go right to what makes this possible. There may be a certain mold that you decided to use long ago—a decision you made. You know, like a nozzle on a garden hose molds all the water that comes out, or like a cookie mold that molds the dough. Like a template. And like a template, a decision used by your unconscious molds all your perceptions and all your experience. Like that, I want you to find the decision that you decided to use long ago that is molding your experience. I want you to find the time you made the decision that is causing this problem. Do you find it?"

31. CHANGE THE MEMORY USING CHANGE PERSONAL HISTORY, PHOBIA CURE MODEL, UNHOOK THE FEELINGS, OR JUST HAVE THEM REMOVE THE MEMORY: If using the Phobia Cure Model, have them run the pattern until the memory is destroyed. Say, "I want you to run it until you can't get the memory back." What you say to the person, if you want that to happen, is much like the way you do the phobia cure, by presupposition. So what you would say is, as when you're doing a phobia cure, "I want you to run this until you can't get it back anymore." And he goes, "Oh, OK." And you say, "It might get harder and harder, but I want you to try to get it back." So he tries even harder, and eventually he won't be able to get the memory back. When you do the phobia cure on a memory over and over and over again, you will eventually destroy the memory so that it will be impossible to remember.

In some cases I erase or destroy the memory, in some cases I don't. It's just a judgment call. I guess the question is, can the person live with the memory, or does it impinge on present time? That won't work. In that case it would have been better to take out the picture. I'd always go for less for more, that is, do less and accomplish more wherever possible. I don't want to take out more portions of a person's memory than I have to.

You can have them take out a whole chain of feelings in the gestalt of the memory by just saying, "If you look in the lower right-hand corner of that picture, you notice that's where the feelings are hooked, you just unhook those feelings, you'll notice the feelings go away." I've had people drop off their feelings just by doing that.

32. GIVE INSTRUCTIONS FOR GENERALIZATION: After you destroy the memory you fill it with something new and you say, "I want you to look and notice that memories both before and after that have changed subsequent to changing this memory. Have you noticed that?" And they'll either say, "Yes," and you say, "That's right," but if they say "No," you'll say, "Good, we'll do it again, and it's probable that you just didn't notice; I'd like you to notice it this time." The changes will occur into the future from this particular memory that we're changing. So if you say it that way, they'll change the whole gestalt for you.

Now in the same way, when you put something out into the future, you make it very compelling. You also ask them to notice that they did change the events from now until the future simply by changing that memory. Now, it's my theory that it does. And they only have to notice it. It may also be presupposition. So what happens when you change the future memory is that it changes the whole chain of events going back to now. So when you work with the time line and you work with a single event, you're working with a gestalt.

33. REPLACE THE DESTROYED MEMORIES: If any memories have been deleted, replace them. "I'd like you to replace the holes we've created with new memories that only support your mastery of the new behavior, adopting new beliefs, values and attitudes that totally support your new behaviors."

34. LOOP TO 32: Continue steps 32-34 using the earliest memory available, until the unwanted state or behavior is not accessible.

35. MAKE FIRM THE LEARNINGS: What you've learned today "I'd like you to firm up. Keep them as something precious as a treasure, because that's what they are, and you know it."

36. PAST PACE NEW BEHAVIOR: Take the new desired behavior and put it in the past, having been performed as many times as necessary. "I'd like you to imagine having done this behavior as perfectly as possible at least 25,000 (as many times as appropriate) times in the past."

37. FUTURE PACE AND TEST: "I'd like you to uncover all those events that you buried in the future that no longer support the new you and get rid of them." Replace with new future memories. Make sure that there is a liberal sprinkling of new memories in the future that support the new behavior. "I'd like you to imagine using these new behaviors even into the future, and even as the content of your experience changes, these new supporting behaviors remain operative."

38. CHECK ECOLOGY: "Now, we've made a lot of changes today and generated many new behaviors. I want you to make sure that they are all right with all the parts inside."

39. COME BACK TO NOW: Have them float down back into their time line and come to now.

The word decision in language... is a 'nominalization;' it's a process word turned into a noun. Problem with that is that when you turn it into a noun it seems so final. A decision. But actually what decision is, is the process of deciding. Nominalization—usually a verb or another process word which has been turned into a noun. The test for a nominalization is, "Can you put it into a wheelbarrow?"

Have you ever been in a situation where you did something and then you said you'd never do it? So, you quit and then you went back. You quit and then you went back? And finally you said, 'This is it, this is the last straw, I'll never do it again?'" Elicitation of the "last straw pattern developed by Richard Bandler. For a complete description of the pattern, see *Change Your Mind and Keep The Change*, Steve Andreas, 1987

Reframe—changing the context. Since all meaning is context dependent, by changing the context one can change the meaning of any word, or statement. Representational System—A way of representing, internally, the external events that we perceive. There are six: Visual, Auditory, Kinesthetic, Olfactory, Gustatory, and Auditory Digital.

Synesthesia—A pattern where two of the major representational systems are "hard wired" together over time, so that one follows the other i

Unconscious—the part of the mind which is not in our awareness,

In-time and through-time

From **'Get the life you want'** Richard Bandler (father and co-creator of NLP)

The past and the future don't exist except in our minds. When people mentally suffer, they usually do so by feeling bad about the past, feeling stuck in the present, or feeling scared or worried about the future. In language, we talk about "getting over" things and putting things "behind" us. We talk about getting through what's right in front of us. We talk about getting "to" things and looking "forward to" our future. For many, this is an indication of how they actually represent time. In order to change how we think about and process the past and the future, let's explore the concept of **time lines**.

TIME LINES REFER TO YOUR own ability to code time. We think about time in certain ways. The images of the past will be in a different place than the images of the future. If you think about events in the past and imagine events in the future and notice where they are located in your mental space, you can draw an imaginary line from the past to the future and that will be your time line.

For example, think about brushing your teeth five years ago. Notice where you represent the image. Next, think about brushing your teeth one year ago. Notice the location. Think about brushing your teeth today. Again, notice where the image is. Think about brushing your teeth in one year and then again in five years. When you notice where each image is you can create an imaginary line linking all the images. This is your time line, and it shows you how you think about time spatially.

These are very Zen concepts. Generally, there are two main types of time lines. One is where time is spread out, with the future in front of you and the past behind you and the present inside of you. This is referred to as "in time." The other is when the past is on your left, the present is straight in front of you, and the future is to your right. This is known as "through time." The differences between locating your time line in these two ways are that there is usually a difference about how you approach time. For example, people who code time "in time" generally don't remember the past very much or very often-they put the

past "behind them." People who tend to code time "through time" on the other hand, can usually remember incidents easily and tend to be pretty punctual.

Discover Your Time Line Exercise Think of a time when you brushed your teeth five years ago and point to where you represent it. Think of a time when you brushed your teeth one year ago and point to where you represent it. Think of the present moment of brushing your teeth right now and point to where you represent it. Think of a time when you will brush your teeth one year in the future and point to where you represent it. Think of a time when you will brush your teeth five years in the future and point to where you represent it. Draw an imaginary line from five years ago through one year ago, the present, one year in the future to five years in the future. This is your time line. Extend the time line further into the future and past.

Getting over X, going through X, looking forward to X, overcoming X, getting around X, putting X behind us, getting to X, looking back to X, looking back in anger, looking to the future with anxiety, looking back to a time when, ... all figurative language revealing 'in time' i.e Zen time, or 'through time' like me ...

In the video Bandler was getting people to physically move along their time line...what was that about? Found 'master NLP' books on 'timeline therapy', will work through after this book...

The real issue of phobias, anxiety, is that a 'one step learning experience' has imprinted a chronic, generalized habit of fear, anxiousness, aversion, avoidance, often appropriate to imprinting / programming incident e.g brutal rape, beatings by parents, huge consequences of original situation, but severely limiting to happiness, functioning, social functioning etc ... globalized lesson...applied inappropriately, disproportionately i.e over sensitization to risks, threats so threat analyses out of proportion to everyday, likely threats / consequences e.g 'die of embarrassment' is figure of speech...but reflexive of 'lesson' learned i.e danger of being 'exposed' to ridicule / embarrassment etc... lessons learned in war i.e hypervigilance, traumatic experiences, early imprinting experiences up to age 5 ...

Bandler's NLP approach focusses on how people continue to reproduce original impressions / strategies e.g traumatic experience led to defensive / preventative behavior...doesn't matter WHAT happened, what matters NOW is how that response is constantly reproduced from moment to moment...and the symptoms e.g of irrational fear, manifest over and over in situations where it is NOT appropriate e.g war vs peacetime, abusive childhood vs current relationships, one dog bite vs world of friendly dogs...so he doesn't ask about 'content' i.e ORIGIN of phobia / limiting belief...what matters is how we constantly re-create the consequences e.g 'how do we know when to panic?' ...and replace / displace these feelings / impressions / self-talk / mental images etc with ones that are more

appropriate e.g alert Vs terrified, appropriately/soberly cautious vs paranoid defensive, open to feedback Vs hypervigilant of what imagine people MIGHT be thinking about us etc...

So don't need to know HOW became way we are...WHAT happened...but how keep being that way...what we LEARNED i.e the behavioral responses adapted at that time...which are now inappropriate, though at time saved life etc...were necessary to survival...

Replace imprinted / learned habits with new ones...takes same amount of time...brain learns immediately...develop habit of calm, alert, cheerful openness vs fear, anxiety, closed-minded, hypervigilance...displace old dysfunctional habit with new more optimal / generative habits...N.B thank unconscious for the old habit which WAS functional at the time...or at least the best adaptation to the situation possible at THAT time...now have more resources, can more soberly install / develop habits more appropriate to current experience / situation...

We need to find an experience from our own life to use as a new model i.e positive / optimal response / feelings to replace bad habitual states ... if don't have in own life, can imagine them...vividly...brain accepts input as if 'real'...no difference to brain if you model your new global mindset on a particular personal experience, one you simply imagined, or one you modelled on how you perceive others to be 'experiencing' and 'feeling' i.e role model...could be a totem animal ...

MHR Replace global anxiety with global relaxed, alert, calm, positive expectation ... displace bad, negative, fearful feelings / expectations with positive / good ones ...

If habitually ask self, and then imagine in head, what can go wrong, you are going to be anxious, even hopeless and despairing...priming self for hypervigilance to any possible hint of threat, negative feedback, and so the slightest apparent 'insult' or 'threat' will trigger a massively disproportionate, defensive, negative response e.g 'looked at me the wrong way', 'disapproving look almost killed me', 'saw self from unflattering angle/lighting and felt totally ugly and unlovable', 'slight criticism made feel like total failure so gave up', 'everyone is laughing / looking at me I want to die', leaving body in state of chronic tension e.g migraines, auto-immune diseases i.e dis-ease...prone to pathogens, giving up...

If learn new habit of asking self 'what could go right today?', 'what great experiences could I have today?', 'look at all those opportunities for happiness, love, acceptance, approval, satisfaction, achievement, learning, helping others, giving and receiving...this self talk will generate positive images in head, positive films and photos...and you will feel good, positive, optimistic, and look

forward to the day to come....to life in general...while still being sober, at ease, calmly alert to threats / negative feedback / realistic expectations...you won't be devastated by that rejection, set-back, let-down, accident...you won't set up negative spiraling feedback loops...you will be sober...and positive...and find the good that is there, while taking care of the risks etc...

MHR purposeful action...expectations of realisation of objectives expected to bring pleasure and relief (happiness/joy/success) more powerful than actual attained goals...because can be better than reality in own mind...so more motivating ... positively purposeful action most satisfying...

Turn your life around, literally, i.e from past-facing, i.e the traumas, sadness, disappointments, regret, vs look forward to a bright future...i.e self-fulfilling prophecy Vs constantly reliving past negative experiences / affects...

Bandler studied people who had gotten over phobias...modelled their intuitive / learned behaviors until had a model that worked for everyone...following the same behavioral steps identified in the 'success' cases...find what was common to them all...what worked...what it was that they did that worked...then codified as NLP phobia cures...learned from other people's personal insights / hard won lessons... install the same mental processes they had used, in clients...to teach clients to think in the ways that got the desired results...to think differently...different self-talk...different visualisations...to become active thinkers Vs victims of passive thoughts i.e to actively replace old habits of thinking and visualizing / mentally rehearsing, with ones that would bring about the desired affects and behaviors...

Takes Bandler 20 minutes to teach these new, positive, ways of thinking and visualizing...to 'install' them...so they replace the old habits ...and become the new habits...become habitual...automatic...though MHR like Zen practitioner, will observe self, and note when slipping back etc i.e never become a 'master'...always a practitioner...

Change how you think and you change how you feel i.e associated affects...like Buddhist on fire is at ease, calm...mind is everything...all feelings are products of the mind...and thus how we think...we can take control of our own minds...become active, lucid, rather than passive, unconscious / trance-state zombies on auto-pilot, at the mercy of our imprinted, unconscious programs...

Thinking in new ways leads to feeling differently / better, more optimal strategies / responses ...more options of responses to chose from...rather than knee-jerk, often sub-optimal / counter-productive / destructive / negative reactions ...

Good spellers make pictures of the words, with different spellings, then check with the 'affect' each alternative produces i.e MHR like my comments on

learning English...trust your 'feelings' i.e it feels right / sounds right / looks right...'gut instincts' rather than grammatical rules...Bandler taught kids to look at a word, and give each letter a different color, then ask them 'what color was the third letter' to audit / check that they really were doing what he'd asked i.e forming clear mental IMAGES of the words, rather than the traditional idea of 'sounding out' words in their heads i.e phonetics...showed kids correctly spelt word after this, and got them to focus on how it 'felt'...then showed incorrect spelling, and got them to again focus on how this felt...so came to associate the correctly reproduced word with those certain personal feelings...so could soon say 'that spelling feels right', 'that spelling feels wrong'...FEELS i.e LOOKS right or wrong...becomes an unconscious habit...then become instinctively good spellers, if take care first to visualize the correct spelling (the colors were just an aid to ensuring they were following instructions, like sorting apples for size and damage, when only interested in damage)...

Spelling visually is same as any other mental process...a representation of something 'out there' has to be coded 'in' the mind ... we encode all our impressions as images, sounds, smells, tastes, textures, with all their submodalities i.e adverbs and adjectives of the senses...to recall or construct images we need to 'access' this coding mechanism...and the stored / encoded impressions e.g to construct a Pegasus, as David Hume reminds us, we will access the encoded images for 'horse' and 'wings', and then join them to construct a flying horse, a horse with wings... so the Pegasus is 'born'...Schopenhauer wrote of 'the world as will and representation'...we enter the world barely attached to our bodies and sense organs and the world...we have to learn to 'separate' and become an individual...learn where our bodies end and the 'external world' starts...to encode impressions which we will later come to 'feel' and 'identify' / 'define' as heat, light, sound, objects, tastes, flavors, smells...turning electromagnetic soup into distinct experiences ... the ones we have sense organs 'tuned' to...from the infinite possible 'equations' of 1 ± 1 we construction, mentally, in our minds, all the particular 'objects' of our experience...our eyes are 'tuned' to a very narrow bandwidth of the electromagnetic spectrum, so we 'see' some of that soup. We 'hear' other bandwidths as 'sounds'. We 'feel' other bandwidths as 'solid objects'. We conjoin the bandwidths we 'see', hear, and feel into units we call 'objects'. We use artificial sense organs like television and radio and internet 'tunes' to represent other bandwidths...or use them to transport encoded images / sounds, and then decode them into the bandwidths of our 'natural' sense organs i.e eyes and ears, so we can transmit and reproduce and store images, moving images, and sounds in formats our natural sense organs could not, themselves, re-decode i.e you can't 'read' a DVD with your eyes, directly. So far. The question of 'teleportation' is the question of how to encode the conjoined visual / audio / tactile / sensate construct we call 'solid objects', transmit them using bandwidths other than those we 'naturally' encode them / perceive them with e.g for

broadcast / transmission on different bandwidths / frequency ranges of the electromagnetic spectrum, and then decode them again, and 're-build' the original bandwidths...in the same way we digitally encode analog audio and visual bandwidths, then store or transmit these along very different bandwidths, and then receive and decode them, to once more REPRESENT them in the 'natural' bandwidths we call 'sound' and 'vision', and 'texture', and 'smell'. We would be duplicating the 'object' rather than 'transporting' it. Effectively 'cloning' it. If we applied this process to sentient beings, we would immediately answer the question about the nature of consciousness. For if consciousness is, as the animists, and myself, posit, universal, then both beings would be sentient, having the experience of being this 'self' that has been reproduced. Like parents with their children. The 'transmitted' 'clone' would be like a 'perfect copy' child i.e one that is just like their dad etc...but a 'new' consciousness in their own right, beginning to have a unique experience, and thus 'self', from the very moment of transmission...exhibiting / realising different aspects of their shared genetic potentials, from the very moment of 're-representation i.e re-building a reproduction of the encoded, transmitted data ... we already do this with 3D printing...except that our materials are limited i.e we can only REPRESENT certain parameters / data e.g shape, size, weight ... so far ... we cannot represent the more detailed elements of an organism...simply because we can decode and encode an organism, to form a representation of it in different bandwidths of the electromagnetic spectrum, but when we come to reception, and decoding, we don't have the MATERIALS to re-represent the forms...you can't build organic tissue from plastic...of course if we learn to build up forms from atoms, and to fuse atoms, or simply supply a '3D printer' with all the chemical compounds necessary, we might be able to 'print' an organism...at high speed...rather than the typical months and years of more 'sophisticated' animals...food, though, might be relatively easily 'Represented' in all its elements of texture, taste, smell, optics, haptics...

So if child is taught to take new word, and visually encode it, paying attention to how it 'looks' and 'feels', and being able to mentally recreate that visual, and feeling, they will have a benchmark for later comparison, when reading, or writing.

Sportspeople and musicians etc encode physical actions...sets of actions...in correct order / sequence...some do this naturally, as gifted athletes, musicians, artists etc...they intuitively / unconsciously pick up on things most of us miss...they are 'tuned into' particular visual, audio, etc cues...they can form 'representations' of things most of us are blind to, i.e do NOT form representations of...they can see and hear and feel and empathise with what the person they are modelling their own behavior on, consciously or otherwise, that most of us don't...like how a golf pro holds their stance, their club, how they swing, what they do before, during, and after they hit the ball, follow through

etc...by observation i.e they can 'represent' the actions in their own representation systems, and thus reproduce that great swing, and the desired outcome...they can 'feel' when their stance, grip etc are correct, and when they are 'wrong'... other people like me need to interrogate visually and via questions, to ask golf pro what they are doing, thinking, to break down their sequence of actions, to 'grok' why and how and what is going on...then lay it out like a exploded view of a gearbox, and then put it back together as best we can i.e using the representation system we have 'gleaned', to see if we have 'represented' it correctly and fully i.e the gearbox works, our swing is great and we get a hole in one...usually re-iteration is required to 'hone' our representation system of the sequence of actions i.e we 'miss' things the first few times we observe, and fail to notice key elements, fail to interrogate them...our representation system is not complete...we may think we 'watched' and 'saw' what the golfer did, but in fact we missed key things...we failed to 'represent' them in our minds...we didn't see them ... we learn to focus, attend to the details, and thus 'see' them...have those 'A-ha' moments...when we 'see' what was right there all that time...but which we were not 'representing' in our own minds i.e not visually encoding into images / movies / sounds...so a wine connoisseur 'learns' to represent much more than the average tippler...it is a form of 'sensitivity training'...to more finely hone our representation systems...this is where linguists got carried away, claiming that if there was no word for a thing, you couldn't THINK it...what they meant was 'WRITE' it...limiting themselves to a very narrow bandwidth of representation called 'auditory and visual' language...you can certainly FEEL things you have no words for, and then make up new words for them...like you make up new words for each type of tree, when it becomes of interest to distinguish more finely between tree types...

We may learn to 'represent' more bandwidths, like dolphins can encode, transmit, receive, and decode 'sonar' signals, or bats, or how dogs can represent a much wider range of 'smells' as distinct and discrete, and speak and read the language of scents much more fluently than humans...etc...

Difference between dysfunctional positive and negative hallucinations, and creative hallucinations e.g imaging new ideas, societies, images, sounds, music, art, stories, technologies and being able to 'switch off' i.e negatively hallucinate pain, ugly things etc, is being able to choose when and where to do these things, and to know WHEN you are imagining something and when it is 'real'(sic). It becomes a problem when you can't tell when you are positively and negatively hallucinating e.g that you are a bird e.g flights of fantasy Vs believing you can fly, and jumping off a building...or worse, believing you speak to, and for, some GOD...etc...

Also functional to be able to distinguish between real memory, and fantasy e.g false memory syndrome ... or propaganda and reality...television and reality...fake news and reality...false flags and foreign terrorists attacks...

So Bandler asked people how they decided which memories were remembered, and which constructed...i.e to be able to teach people with mental disorders how to distinguish between their hallucinated experiences and 'real' ones...remembered vs imagined experiences ... e.g what is different about each that offers the 'tell' to the canny ... what is it that those with problems distinguishing between the two fail to notice / be aware of ...how is the 'representation' stored in the mind different...what are the 'tells'...

Insight is not enough. Just understanding WHY you fear dogs, or are miserable, does not teach you how to NOT fear dogs, be unhappy.

Bandler uses trance to install new habits e.g of placing black borders around actual memories, so you can distinguish them from 'imagined' fantasies. And thus 'represent' reality with a black border, and fantasy without. Thus you have a new way of encoding and decoding, of representing the world of fantasy and 'reality'.

I hypnotized this lady into a deep altered state and had her lift up her arm and go through the fantasies she had made up and put black borders around them. She had to do so with everything from killing her parents to any other fantasy, including the one she had made up in the room for me. I then told her that when her brain had gone through and recoded all this information, she could let her hand come down. When she opened her eyes, I asked her if she'd killed her parents and she calmly said no.

Bandler found that **SOMETIMES, SOME THINGS ARE TAUGHT BETTER IN A HYPNOTIC TRANCE, RATHER THAN A WAKING STATE**...Some clients responded better while in trance.

Most chronic problems are just bad habits formed in 'one step' learning. So he can replace / displace them with new habits in the same way...in 20 minute session.

Compulsive obsessives use rituals to manage anxiety, but the rituals require increasingly large amounts of time and effort to continue to provide the initial comfort ... like any drug habit...habituation means the ritual / drug becomes less effective...require more of it to produce same initial comfort / relief e.g of anxiety, fear, depression, boredom ... and in case of anxiety, this symptom was intended to solve some problem e.g avoid some situation / threat / danger / negative outcome, and so the unconscious kicks in each time the person 'beats' it with a ritual (MHR religious rituals offer a socially acceptable outlet for many

people in many societies), the unconscious has to 'boost' and 'ramp up' the symptom i.e adding more anxiety to prevent / avoid the danger, and so the person has to ramp up their rituals, their 'dose' to counter the symptom ... the unconscious meant well...it means well...it will continue to 'outdo' the attempts via ritual, to squash it...usually clients come in at point where the rituals are taking up so much time and energy it has become untenable to continue, they often simply find it absurd, and this either leads to a spontaneous remission of the obsessive compulsive disorder, or motivates them, in desperation, to reach out to a therapist...if they are lucky they land first time with a talented NLP practitioner...otherwise they often end up here after wasting years and thousands on 'conventional' therapies and even drugs...

Some people just realise how crazy their situation is, laugh at the absurdity, and as a resolve of will, finally decide to stop the rituals...leaving the unconscious in a position to be able to 'ramp down' the anxiety...but that still leaves the anxiety...

Of course clients sometimes revert to the old bad habits of thinking, and so they may need to come back months later to spend another 20 minutes having the new habits re-installed.

Reality can be sad, horrific, and painful. But the question is how we respond. Will we ADD to our suffering, or get on with our lives, responding creatively, productively, more optimally, to the strings and arrows of outrageous fortune etc...people will be mean, nasty, malicious, bad things will happen no matter how well we prepare, and respond. The question is about limiting the damage done to our belief systems i.e limiting beliefs that add to the suffering, limiting our options, choices, freedom, and joy. We can then respond optimally. Find creative solutions. Recover. Avoid repeating past suffering over and over, forever. Learn how to face challenges, and make important decisions, overcome obstacles to happiness, stop bad habits, stop obsessing on regrets and fears, learn strategies that 'happy' people innately follow, or have learned, by being luckier than you in terms of parents, friends, education, mentors, chance insights, positive experiences, natural talents, learned skills, chance observations...etc...

N.B there will be times in life you will feel like chucking it all in. Giving up. Throwing in the towel. Like Hamlet, wondering, seriously, 'To be or not to be'. You can either use a crisis to motivate you to 'finally do something', or become a miserable wretch, hooked on pharmaceuticals, alcohol, other drugs, religions and other cults, and unconsciously and consciously year for death. Your behaviors will reflect this 'thanatos'. They will come to define the world you create through your every action. For you. For your loved ones. For strangers. For other sentient beings.

Even if you choose death, euthanasia, you will have done so as the result of a generative, open, wide ranging, positive process of interrogation of your life. Your death will be dignified and honorable. And you will be in a 'state of mind' ready to take advantage of your next lives.

Key to NLP is to actually follow the instructions. Not just pretend to. Or imagine you are. Like the kids being told to give each letter a color, then asked what color the last letter had etc, therapists are valuable especially in this regard. Trainers and mentors are sensitive to the signals that you are or are not following their instructions via accessing cues, body language, temperature, skin color, lip size etc...when using 'self-help' guides, you will have to be as honest with yourself as possible...to ensure you have 'represented' every instruction appropriately in your mind, encoded it, and are actually following the instructions and doing what is necessary...which is why TROONATNOOR guides are so valuable...it takes a huge amount of energy, re-iteration, brutal self-honesty, testing etc to write copy that actually represents the sequences of actions in the ideal sequence, explained in the ideal / optimal way, that the representation the writer / trainer / coach / therapist has in their heads is actually represented, and in the optimal manner, so that this representation is actually shared, in the end, in the mind of the reader / client / student...THAT is true communication...most people miss so much in their explanations, because things are so clear and intuitive in their own minds...like talented people cannot explain HOW they do something...what actual sequence of steps they perform...it takes a talented observer..A zen practitioner, to observe, and actually SEE what they are doing...to be hypersensitive to everything...let it speak to them...no mental noise....to see what the talented person is doing...things most people, including the talented person, will never notice, due to their internal mental chatter, imposing their preconceptions, assumptions, prejudices upon the world, rather than actually observing it...representing it...encoding it... without filters, blinders, models etc getting in the way...

Conscious Vs non/un/sub-conscious mind. When we do something deliberately, with forethought, and intention, often with visualisations and internal voices, it is 'conscious'. Worrying, regretting, imagining, planning, studying etc are all deliberate, conscious acts. However our minds process much more information outside of this conscious action. Sub-consciously. Or unconsciously. Like a computer computing / processing information. See T vol I.

We learn habits quickly, especially bad habits. Racism, sexism, ethnocentrism, species-ism, religious dogma, and other bad habits are usually 'imprinted' a.k.a 'implanted' in our minds before the age of 5, by significant others like parents, priests, and teachers. Later we learn bad habits like drinking and smoking from television and movies, and peers. We also learn bad habits relating to how we talk to ourselves, how we 'frame' the world, and how we think of ourselves, and

life. Habits like depression, hopelessness, despair, self-loathing, apathy, fatalism, anxiety, anger, and stressing out, are also learned, usually non-consciously, from the way our parents and other significant people treat us. Particularly traumatic or simply influential single events can also imprint limiting beliefs about ourselves and the world, often in the form of phobias, or more general free floating anxieties and low self-esteem. We 'introject' how others define us, into ourselves, and assume these definitions as part of our self-definition or identity. We reproduce these from moment to moment, reinforcing them, by selectively attending to those parts of our experience that are consistent with our initial conditioning, imprinting, and socialization. We act as if these assumptions are true, and produce self-fulfilling prophecies and nocebo effects.

Trance and other altered states can be induced and employed to bypass the resistance of the conscious mind to changes to these programs. The non-conscious can be directly communicated with, and allowed to seek out alternatives, and test them, then replace existing, sub-optimal responses with them...or at least providing alternatives.

Bandler found that all the typical trance phenomena can be achieved without hypnosis or trance, after modelling the behaviors of the most effective people like Milton Erickson.

Gregory Bateson and Marshall McLuhan had been working with Schopenhauer's idea that we build mental / internal representations of external phenomena, especially with regards to mental wellbeing. This led to Bandler and John Grinder's model of 5 main modes of representation i.e visual, auditory, linguistic, tastes, smells, and feelings, and their sub modalities. Basically all the adverbs and adjectives used with these modalities. We represent whatever it is that is 'out there', and possibly even our notion of 'bodies' themselves, and sense organs themselves, with the 5 senses, and form still and moving images, auditory data, touch, smell, and taste data. All in our minds. That is where our experience of reality is constructed. Perhaps even this idea of a 'mind' is itself constructed. And all that exists are thoughts and feelings and emotions, pleasure, pain, relief. See T vol I.

Our internal images are always in a particular position, with a particular size, at a particular distance from us. When we imagine or remember ourselves, we do it either from the perspective of our own eyes, so that we don't see ourselves, but only our hands, body etc a.k.a 'associated'. If we can see ourselves, as if e.g floating above ourselves, watching ourselves from outside ourselves, we are 'dissociated'.

The sounds we make up, or remember, in our head, also have different qualities or sub-modalities.

We also feel feelings in particular parts of our bodies, when we recall or imagine experiences. We even 'feel' certainty, e.g, in our mid-section or 'gut'. A.k.a you can have a 'gut feeling' about something. Or sense of 'certainty' or 'confidence'. Or the opposite, a feeling of uncertainty, or mistrust. A feeling often starts in one place, and then moves around the body.... E.g butterflies in stomach, tension in neck/jaw/tongue/face, weak in the knees.

Internal voice is either your own, or someone else's. Find out whose voice client is hearing in their head. And attend to directionality i.e on RHS or LHS, coming from far or near, LHS or RHS, loud or soft. Attend to changes that occur to this internal voice in the different states e.g conscious, trance, light trance, deep trance.

Nominalisation is key to NLP. We tend to turn processes, activities, what we are DOING, what client is DOING, into a thing, as if it is an object. As if we are passive, non-participants in the construction of this thing.

MHR this is the definition of **idolatry** in religion, and the '**violence of language**' we attend to eliminating in **Zen**. We feel 'frustrated'. A client expresses that they feel frustrated. They / We are turning a verb into a noun. A process, an action, into a thing. We have to reverse this process, and discover what we are DOING that is producing this state of frustration. Same for 'I am terrified'. You cannot be a 'terrified'. You can become, and remain, terrified. You can do something to become terrified, then continue doing it, to remain terrified. It is an action to become, and continue being, terrified. E.g in case of phobia. Same goes for general anxiety. What are you doing to bring on state of anxiety, and then constantly maintain it, reproducing it from moment to moment?

MHR today 'government' has been nominalized. It has become a thing we obey, like a golden idol, rather than process we can engage in actively, to direct ourselves through representative democracy.

I am fearing Vs I have fears. I am terrified of dogs Vs I have (at some past time, unconsciously) constructed a fear of dogs which I have maintained / constantly reproduced, to this day.

Our central nervous system is an extension of, and forms the bulk of, our brain, though we tend to identify thinking exclusively with the grey mass in our skulls. 'Feelings' are constructs of the entire brain. We 'feel' them in different parts of our bodies e.g heartache, gut-wrenching regret or fear or sorrow.

Bandler gets clients to rotate hand clockwise and anti-clockwise, to see which feels 'right' i.e to attend to and identify the direction of rotation of a 'stuck' feeling in the stomach or chest area. Once they can define any sort of movement at all, it is possible to change the speed, and direction of this movement. This

then gives them control of that feeling. Now they have the power to change the feeling. They can make it rotate clockwise or anti-clockwise, vertically or horizontally, faster and slower.

The qualities of each of the 'modes' of our reference system, the kinesthetic (touch), auditory (sound), visual (sight), gustatory (taste), and Olfactory (smell), the adverbs and adjectives we can use to describe them, are called 'sub-modalities'. For example a visual can be moving or still. Large or small. Vivid or vague. Bright or dull. Far away or close. Framed or not. Tilted in any direction. To the LHS or the RHS of your 'mind's eye'. Moving in a direction, towards or away from you. And most importantly, you can be 'experiencing' it as a 'dissociated' observer, in which case you can see yourself, such as in the cases of 'out of body experiences' where people 'float' above themselves, or from your own p.o.v, in which case you will be seeing the visual as if from out of your own eyes, in which case you normally won't be able to see yourself. It can be like watching a movie of yourself, or of being an actor in the movie.

As Hume reminded us, 'reality' is a question of intensity and vividness of impressions, whether these impressions are produced by phenomena external to us, or within our own minds. And ultimately ALL impressions are constructs of our mind, whether it is processing inputs from outside of our bodies, inside of our bodies, or merely imagined.

The more vivid and intense an image, sound, smell, taste, or feeling is, the more 'real' it becomes for us. So we can remove all power from a memory, or feeling e.g a fear, simply by changing the representation of it we have. E.g making the image in our mind brighter, more vivid, more intense, bigger, more detailed, or doing the reverse. We can even make it absurd, by changing the speed, fast forwarding or reversing it, changing the pitch of the voice, the size of the actors, or the distance of the image from us. By dissociating or associating as we make a representation more or less vivid / intense / real, we can make a recalled or constructed representation e.g a film of ourselves, more or less compelling, and thus 'real' for us. Thus we can give it power, or remove all power from it. E.g a terrible memory. A terrible imagined future event i.e fear / phobia. The power of some past authority figure over us. The power of some remembered event, or feared imagined future event, over us.

The basis of almost every spiritual practice has been to recognise that while we cannot change everything in the world, we CAN change how we think about it, and feel about it. To the point where a Buddhist can set themselves on fire and remain totally calm, and without any form of suffering. Suffering is not pain. Suffering is how we respond to pain. So rule number one in Zen is to avoid adding suffering to any pain you may experience in life. By re-living already experienced pain and thus maintaining it, from moment to moment, reproducing

it. By imagining future pain or possible problems. Being here, now, means you avoid both of these typical forms of suffering that plague us, adding to our suffering, over and above any pain the world has in store.

As all pain and pleasure are ultimately produced in the brain, YOUR brain, if you gain control of your brain, you can effectively turn pain off, and experience pleasure, completely independent of the 'external' world. Like the Buddhist monk who sets themselves on fire, but suffers nothing. Or the meditator experiencing absolute bliss. Or the lucid dreamer experiencing full body orgasm. All these states can be deliberately produced. By an effective therapist. Or by someone who has trained themselves to enter the same 'altered states', and by regular practice, can easily enter into, and maintain these states, at will.

Pain is just electro-chemical impulses. Feedback from the body and external world that something is wrong. You can chose to ignore these. To 'block' them. To prevent them being converted into the experience called 'pain'. A certain percentage of people can be hypnotized / induced into altered trance states in which a dental or other surgeon can operate on them without any sedatives or pain killers. They will 'feel' no pain. They will not convert the electro-chemical feedback into the experience of 'pain'. They won't suffer. They won't react to the cutting of nerves and flesh. They can remain as passive as those Buddhist monks on fire, for hours on end. If some people can do this, then it means it is possible for anyone to learn how to do it. Once the process of entering / inducing these altered states has been modelled, and laid out, like a roadmap, for anyone to follow...this is where Milton Erickson proved the ideal role model for Bandler and Grinder to use to model the processes of trance induction.

As all our 'worries' relate to future possibilities that have not happened, they merely exist in our heads. In our minds. In our imaginations. So to eliminate them totally, all we need to do is gain control of our imaginations. To displace and replace the imagined scenarios which we fear, and worry about, with positive, productive, motivating scenarios / imagined situations and interactions and outcomes, which leave us feeling positive about our future, optimistic, hopeful, and motivated to do what is necessary to get the most out of our lives and options. So we can turn fear of the future, pessimism, around. And begin looking forward to life, with the optimal state of mind likely to produce placebo effects and positive self-fulfilling prophecies, rather than nocebo effects, and downward spirals of self-destructive, counter-productive mind-sets and behaviors.

As all our regrets and the sources of all our phobias, low self-esteem etc exist only in the past, in our memories, and thus only exist in our imagination, again, we can totally re-write our past, to give us the experiences we would have

chosen, the experiences that more fortunate people had, with parents, siblings, peers, that lead to the optimal state of mind, attitudes, values, and habits.

This is the closest thing to a potential refutation of Buddha's pessimism. It is not just Zen, which avoids suffering by attending to the here and now, but a positive step...a generative step...we can not only avoid letting past experiences, and possible future experiences ruining our present happiness, peace, calm, alertness, attention to the present impressions / phenomena...now we can actually re-program our 'computers' (brains are computers in the precise sense, as Hobbes described) ... we can make our ability to imagine the past and future our best friends...assets rather than liabilities...which they are for the happiest people on earth...those who just happened to be lucky...we can all now have what up to now on the lucky few had...and have it consistently...everyone...

Think of a time when you felt really good. Now become associated. Step inside that time and see through your eyes, hear through your ears, and feel the really good feeling all the way through your body. Make the images bigger, brighter, more colorful, and you'll probably find yourself feeling even better. Make the sounds louder and crisper, and if there are no sounds, add sounds. Start to intensify the good feeling. Next, find out where in your body the feeling starts and where it goes. Discover the direction it spins inside your body, and spin it faster and faster and, again, notice your feelings intensify. There lies the control you have over your brain to create powerful feelings inside of you. You can then attach these feelings to other thoughts. If you keep spinning this feeling inside your body and you think about your future while it's spinning, you will start to associate the feeling with your future. By doing this, you will start to feel better about your future.

How to Feel Wonderful Exercise

Think of a time you felt wonderful. Close your eyes and imagine that time in vivid detail. See the image clearly, hear the sounds loudly, and remember the feelings as they were then. Imagine yourself stepping into that experience and imagine being in that memory as if it's happening now. See what you'd see, hear what you'd hear, feel how good you'd feel. Make the colors stronger and brighter if that helps. Notice how you were breathing back then, and breathe that way now. Pay attention to the wonderful feeling in your body and get a sense of where the feeling starts, where it goes, and the direction it moves in. Imagine taking control over the feeling and spinning it faster and faster and stronger and stronger through your body as the feelings increase. Think of a time in the future where you could use these good feelings. Spin these feelings throughout your body as

you think about the future and the things you are doing over the next few weeks. Don't be too surprised if you find yourself feeling really good for absolutely no reason.

Similarly too, if you find yourself in a negative or unresourceful state, you can change your mood by changing the qualities of the feeling. For example, think about somebody who annoys you, intimidates you, or irritates you. Make an image of him and see him look at you in whatever way he looks at you when he is annoying you. Hear him say whatever it is he says and notice the bad feeling that happens in your body. Next, take this image and make it black and white. Move it far off into the distance. Make it much smaller, one-eighth its size. Place a clown's nose on his face. Hear him say whatever it is he says, but hear him say it in Mickey Mouse's, Donald Duck's, or Sylvester the Cat's voice. This changes the feeling you have toward him and allows you to deal with him with more confidence and effectiveness.

Changing Bad Feelings Exercise

Think about somebody who annoys you, intimidates you, or irritates you. Make an image of him and see him look at you in whatever way he looks at you when he is annoying you. Hear him say whatever it is he says and notice the bad feeling that happens in your body.

Take this image and make it black and white. Move it far off into the distance. Make it much smaller, one eighth its size. Place a clown's nose on his face. Hear him say whatever it is he says, but hear him say it in Mickey Mouse's, Donald Duck's, or Sylvester the Cat's voice. Notice how you feel differently. Then distract yourself for a few moments and think of him again. You will still be feeling differently about him.

PRACTISE these sorts of routines until they become reflex, automatic habits. So that in future they become your new 'knee jerk responses', replacing and displacing the more typical negative habits most of us have. Remember there are no Zen MASTERS, only Zen PRACTITIONERS. A few people are lucky to have had the experiences and genetics that lead to behaving this way naturally, without the training we are offering in this guide. The rest of us have to 'practice' them consciously and deliberately, at least until they become our new second nature, and we get to join those lucky few 'born naturals', or those who 'learned' the same lessons from peers, siblings, parents, teachers, and coaches. Usually it was a combination of fortunate genes and nurturing. So for some of us it will come a bit harder, but that only means that WHEN we have gotten where we want to be, we will appreciate it, value it, and enjoy it, that much more.

Beliefs. Hume offers us huge insights into human nature, especially in relation to how we come to 'believe' something is true. Such as 'free will' and 'cause and

effect', when in fact these things are imaginary. Literally imagined. Even 'objects' are imagined. Impressions exist. But we construct 'objects' from them.

Most people don't change their beliefs after the age of 5. Why? Imprinting. If the first thing a baby chick, immediately hatched, sees, is a snake, it will imagine that the snake is its mother. For us humans that in analogous to religious and political beliefs. Ideas like racism, racial supremacy, 'chosen people', religious dogma, gods, political ideologies, etc. This is why those who wish to indoctrinate others seek to 'get em while they're young. Up to the age of 12 almost everything you 'believe' will have become 'fixed' in your noetic structure or 'representation systems'. Like an idol of wood or gold. Dogma. You will, from this point on, feel 'certain' about this belief. Even though it has absolutely no basis in reality. It will 'feel' real to you. The best philosopher of all time won't be able to dissuade you. To 'free' you of that belief. To disabuse you of that belief. Unless of course they understand NLP. Which is why I am so excited to be working on this guide. It represents the culmination of my life's work, and the work of the philosophers over the millennia. With especial kudo's to David Hume.

Beliefs are traps. This is Zen 101. This is Jesus and Zarathustra and Buddha. They are the 'idols' the Old Testament prophets (forerunners to Jesus, critics of their contemporary society and religion) spoke of. Living processes nominalized into dead idols of wood and stone. Dogmas. Manifestos. Ideologies. 'Last prophets'. 'Final absolute categorical truths'. The *living* word of Jesus compared to the written, fixed, dead, lifeless, already decomposing, 'written word' of the Old Testament.

Belief is the enemy of all true skeptics. In the Humean sense. The original sense of the word. 'Seeker'. A skeptic was originally a seeker of truth. Someone who never assumed to 'know' anything. And thus their seeking was a process. An activity. A practice. They never got trapped into any way of thinking. They rejected all dogma. They tested every theory continually. They never assumed they knew anything. They never closed their mind. They rejected all notions of 'final prophets'. 'Last words'. 'Absolute, incontrovertible, timeless, facts'. They never idolized any idea, or its promoter. They never idolized any ideology or its prophet. They questioned everything. Always. They acted 'heuristically', 'as if' something was real, but never assumed it was. They acted as if 'cause-effect' relationships existed, but never claimed to be able to prove they did. They thus avoided all the traps and pitfalls of 'certainty' and 'dogma', while taking advantage of apparent patterns of cause-effect as a matter of pragmatism, convenience, and technological advance. They never believed anything to be certain. They never pretended to 'understand' anything at all. They remained dissociated from 'knowledge'. Never emotionally invested in any idea, ideology, school of thought, religious cult, prophet, or even the impressions formed on their own minds by apparently external phenomena. They were free. Rather than

‘bound’. The term ‘religion’ comes from the Latin Religionare, meaning ‘to bind’. It is one form of mind control. One form of idolatry. One form of nominalisation. Like Grammar, which ‘fixes’ a living language, killing it. Like any ‘belief’ stops the process of open interrogation dead. Conclusion reached, case closed. Brain dead. Zombies arise.

Doubt is the basis of the thinking person’s approach to life. Skepticism. A positive attribute. A positive approach. To doubt everything, even the impressions of your own senses. To be practical, and interact with reality as it appears to be, while always being dubious that it really IS as it appears to be. That things are what they SEEM. And thus never falling prey to ‘belief’ and ‘dogma’ and ‘ideology’ and ‘religion’ and ‘government’.

We tend to selectively notice , attend to, observe, see, hear, and perceive, from all the infinite electromagnetic spectrum, only those elements of it that correspond to what already exists in our ‘model’ of the world, and our ‘selves’.

If you were ‘taught’ that you were dumb, ugly, unlovable, incompetent, lazy etc at an early age, you will tend to miss all the positive feedback in the world that contradicts this. You will only see, hear, and attend to, those signals that reinforce the IDEA you have of your ‘self’. It is an IDEA. So you can CHANGE it at any time you like.

You cannot change your genes. But you CAN change EVERYTHING else. Most people NEVER realise their full genetic potential for happiness, joy, pleasure, satisfaction, and ‘success’. This means there is a HUGE potential for most people to MASSIVELY improve their life satisfaction. In EVERY way.

Your sense of ‘self’ is an IDEA. And this idea falls far below the reality, in most people. In other words the REAL potential ‘self’ YOU have is like that part of the iceberg you don’t see. You have been pushed down below the surface. LIMITED.

Limited like the speed limiter on a sports car. Limited by BELIEFS you have had implanted in you. By conditioning. Conscious and unconscious conditioning. Some people like your government, priests etc deliberately lied to you. Others, like your parents, often merely, with the best intentions, reinforced those lies, transmitted them to you, without realising it.

Most schools ‘produce’ students to match their parent’s socio-economic status. So dumb-ass kids are conditioned to think they are clever, and entitled, while poor kids are conditioned to feel guilty for wanting anything good, are taught they are dumb, through lack of quality teachers and teaching materials, and an environment toxic and threatening and hostile to any sort of learning, let alone sense of well-being...students existing in fear of other students, and teachers, are

hardly in the optimal state of mind to learn anything but low self-esteem, negative expectations of themselves and life, and a sense of not being deserving of much from life...therefore great slaves...willing slaves...willing soldiers...

It is human nature to accumulate. To build on. To extend. Rather than to start from afresh every moment. This has survival advantages. If you become fully alert any time you hear a rustle in the forest, you are less likely to be eaten by a tiger. But if there are no tigers, and you are constantly 'on edge', fearful, expecting a tiger at any moment, and remaining in a constant state of hypervigilance, you will become a nervous wreck. Anxious. Fearful. Unable to concentrate. Unable to enjoy anything. Unlikely to be attending to the here and now. You'll probably fall over a log and hit your head and die, because all your attention was focused on imagining tigers leaping from the forest and eating you.

People who have become conditioned to expect acceptance, approval, success, by their early childhood experiences, due to loving, caring, accepting, approving parents and others who provided them with all the skills and resources to facilitate success, will be living breathing self-fulfilling prophecies...they will selectively attend to all the positive signals of acceptance, approval, and see only opportunities for success in every challenge that comes their way. They will not attend to signals of disapproval, rejection, or focus on the set-backs and little failures that mark any road to growth and achievement.

Most of us experiences the opposite. And have become hypervigilant to negative signals of rejection and disapproval, fear challenges as opportunities to fail, and obsess over our failures, producing living breathing negative self fulfilling prophecies...and then feeling hopeless, helpless...and despairing. We overlook our successes, and the signals of approval and acceptance that life, and others, offer us. These positive signals don't fit into our model of our 'selves' and our world. So we simply overlook them. Like the wanderer who has been told that tigers are extinct, and assumes that that growling it hears in the forest is some harmless, cute, interesting animal they hope will come out to play!

Our models of our 'self' and 'the world' lead to positive and negative hallucinations. We see things that aren't there, such as disapproval and rejection in the neutral eyes of a stranger at a party, and fail to see the positive approval and acceptance of that girl or guy trying to 'catch our eye' at that same party. Whereas one person assumes that the looks they are getting are looks of approval, another will assume they are critical. Often both assumptions are wrong. But the 'reality' of the person will have, in any case, been reinforced by the erroneous interpretation. One will think to themselves, 'yep, I still got it', and the other 'see, no-one wants to be with me'. And of course anyone who has been around the lower socio-economic groups will be familiar with that 'don't look at me' glare many people who've had hard and desperate, unrewarding, lives of abuse and

neglect have. They assume you must be looking for something to criticize in them, and cannot bear to be criticized any more. They are hypervigilant to criticism. They will read and hear and see it everywhere. And miss any positive signals of approval and praise. In fact they won't even believe genuine praise, if all they've ever heard is sarcasm from critical parents, teachers, authority figures, peers, and family members.

Doubt is great. Doubt everything you've ever been told about yourself and the world. That is Zen. That is Humean skepticism. Those doubts open up opportunities in your consciousness to accept new definitions of your 'self' and the world. What I call T. Those doubts can let you cut the ties that bind you. That limit your freedom. That hold you down. That hold you back. That prevent you reaching your full potential for happiness, joy, prosperity, productivity, creativity, etc

Bandler investigated and interrogated what we call 'limiting beliefs'. What qualities define them? How are 'beliefs' e.g certainty Vs doubt, represented in the mind, and thus the central nervous system which is an extension of it, and which is connected to the organs? Consider the idea of 'gut feelings' or 'gut intuitions'. How someone can 'feel right'. Authentic. Genuine. Why you trust one person and not another.

Observe someone after you ask them 'Do you believe X'. Let X be something most people are likely to believe with certainty. E.g. 'Do you believe the sun will rise tomorrow morning?' Where is their 'feeling' of certainty in their body? Their confidence in 'knowing' this for a fact. How is this certainty represented? In which modality? In what submodalities? Do they mentally visualize a sun rising? Check for the accessing cues as to what modalities they are accessing e.g visual, and kinesthetic are most likely in relation to 'sunrises'. Get them to locate the 'gut feeling'. Where exactly does the representation reside? In every case some internal process will occur corresponding to that sense of certainty. A 'feeling'. There will be a correlation that is made between the question and that feeling of certainty.

If I were to ask you verbally, "Is the sun coming up tomorrow?" where is the picture in your mind? Is it to the right or to the left? How far away is it? Is it life size or is it a small picture? Is it a still picture? Is it a moving picture? Does it have any sound? Is there any voice that says yes? Is there anything that goes on that you hear and, if so, is it on the right? Is it on the left? Take that feeling of certainty. Look at that picture in your mind and double it in size. Typically, when you do this, your feelings will grow stronger. When they do, notice where the feeling is in your body and which way it's moving. By doing this, you are beginning to pay attention to the submodalities of a strong belief

Next, think about something you're really unsure about. Not something you doubt utterly but something that "maybe is" and "maybe isn't." Think of something you're unsure of. It could be, What am I going to have for lunch? Maybe a tuna sandwich or maybe a cheese sandwich.

Look at the two choices in your mind. Compare the differences between the two. First, are the images in the same place? The answer is probably no. If the images are in a different location, then are they a different distance? Are they a different size? Is the voice inside your head coming from a different place? Is one on the right, one on the left? One going in, one going out? The only part of this that makes a difference is the part where the difference lies between the two images.

Submodalities: visual, auditory, kinesthetic (feeling), olfactory (smell), and gustatory (taste). Go inside and access the belief of the sun coming up and the other image of what you are uncertain about and go down this list. Only check off those submodalities that are different between what you believe strongly and what you believe less strongly

Discover How You Do Certainty Exercise

Think of something that you believe strongly. (For example that the sun will come up tomorrow.) Notice what images, sounds, and feelings arise when you think about this belief and your certainty about it. Go down through the list of submodalities on pages 23-25 and note all the qualities of the belief. Think of something that you doubt or are not sure of (Maybe this, maybe that.) Notice what images, sounds, and feelings arise when you think about this thought and your uncertainty about it.

Go down through the list of submodalities and note all the qualities of the thought. Note especially the differences between the strong belief and what you are uncertain of.

Visual Submodalities:

Number of images

Moving/Still

Size

Shape

Color/Black and white

Focused/Unfocused

Bright/Dim

Location in space

Bordered/Borderless

Flat/3D

Associated/Disassociated

Close/Distant

Certainty Uncertainty

Auditory Submodalities:

Volume

Pitch

Timbre (mood of sound)

Tempo

Tonality

Duration

Rhythm

Direction of voice

Harmony

Kinesthetic Submodalities:

Location in body

Tactile sensations

Temperature

Pulse rate

Breathing rate

Pressure

Weight

Intensity

Movement/Direction

Olfactory/Gustatory Submodalities:

Sweet

Sour

Bitter

Aroma

Fragrance

Pungency (strength of smell)

Your list reveals the differences between how your brain represents a strong belief versus something you're unsure of.

There are probably some things about yourself you want to change, and the first step is to make yourself believe that you can.

Look at your problem in the same place that your belief was and the first thing to do is to look at it and say, I'm tired of this. Over the years, I've discovered that the moment people really change is when they simply decide that enough is enough. Most people are not fed up enough with their problems. They may seem frustrated beyond belief. I've had people with obsessive compulsive disorder whose every moment, every morning, noon, and night, was consumed with rituals designed to find comfort. They had to lock and unlock the door fifteen times and wash their hands a thousand times a day, but they became so frustrated that they finally said, "Enough is enough. I'm just not doing this anymore." This is the moment people really change themselves. But we'll come back to this later.

The first thing we want to do is to take a look at what you want to get rid of and what you want to add. You want to get rid of your self-doubt and add more belief in yourself. You want to get rid of your fears and add more confidence. Whatever it is, when you think about your problem, you probably believed you were going to have it for the rest of your life. When you look at the belief that it is going to be here for the rest of your life, I want you to do a few small things with it.

Literally, push the picture off in the distance and move it over and pull it up into that place of uncertainty so, when you look at it and think, Am I gonna be stuck like this forever? You say, Eh, maybe yes, maybe no.

In order to make it stick in any other position, it's important that you do this very, very fast. To make it so you can place this old, limiting belief inside your uncertainty, you have to take a hold of the image and do something with it. You have to push it all the way off so that it's twenty feet away, move it across your midline, and pull it up on the other side into the submodality qualities of uncertainty so that what was a strong belief becomes uncertainty.

Then you need to do the opposite. You need to take the image of what you want to believe, such as that you will be free from this problem and happy and well in the future, and push this image out twenty feet, move it over, and pull it up into the position and submodalities of your strong belief.

This allows you to change your beliefs and begin to believe in yourself and in a brighter future.

The Belief Change Technique (Belief Swish Pattern)

Think of a limiting belief you no longer want to have. For example, that you will have your problem for the rest of your life, or for quite a while at least. Think of a resourceful belief you do want to have. For example, that you will be free from your problem for the rest of your life and live very happily. Study the submodalities of certainty and uncertainty that you have already elicited. Imagine the limiting belief you want to get rid of firing off into the distance and snapping back into the submodalities of the uncertainty. At the same time, imagine the resourceful belief firing off into the distance and snapping back into the submodalities of the strong belief. Repeat this a number of times, each time quickly. When you have control over what you believe, you can start generating new, resourceful beliefs.

Putting your problems, bad memories, bad experiences, bad relationships, traumatic incidents, abuse, victimisation, regrets, bad luck etc behind you and 'get over them'. Let go of the past. Free yourself from your own history. Unbind the chains that bind you, and limit you.

How do you know when to ... worry? Feel nervous? Feel inadequate? Feel terrified? Crave a smoke? Crave a drink? Criticize yourself? Blame yourself? Do something self-destructive? Doubt yourself? Believe bad things other people say about you? Accept criticism that is malicious? Let people put you down? Give up on yourself? Start despairing? Feel hopeless?

Whose voice is it inside your head telling you you are inadequate? Unlovable? That you are going to be rejected? Make a fool of yourself? That you couldn't bear rejection / failure so you can't take a risk? Your own? Your mother, father, a bully, boss, television presenter, priest, enemy, friend? What does the voice say?

It doesn't matter where the voice came from i.e original source of this limiting belief e.g you will never be good enough to be loved etc... You can simply take all the power away from that voice.

In Myra's case, I simply had her turn up the volume of the voice. She turned the volume of the voice up and moved the voice closer. The voice was actually on the left hand side and it sounded as if it was about twelve or thirteen inches away. I had it get closer and louder, and she felt even worse. Then I had her move it further away and off into the distance, and it diminished her feelings. Next, I had her change the tone of the voice because I asked her a question: 'Did you ever hear somebody talk that you absolutely didn't believe, have no respect for, that had no influence on you, no power over you?' I had her slowly change the tone of the voice to somebody she absolutely distrusted and wouldn't believe. I had her move the voice around to the back of her head so it sounded like it was farther and farther behind her. By doing this not just once, but several times quickly, she got control over what was creating the bad feelings.

It became important not just to give her control over the voice but to change her entire belief because years of experience had taught Myra that she was a worthless, ugly, nothing of a person, and the truth was, that was the biggest lie of all. So she had to think of lies. What I like to do is to ask people to identify the biggest lie they've ever been told. The one that, when they figured out it was a lie, was so much of a lie that even when they think about it now they get angry. I elicit the sub modalities of that just as we did in the inventory part of this book earlier. Stop now and think about something you no longer want to believe. Just like Myra, I want you to go through your list and find out first, where is the voice? Where is the picture?

I want you to take the thing you want to get rid of and I want you to compare it with the biggest lie you've ever been told. Compare it with the one you're the most angry about. Go back and forth and notice the differences in the locations of the images. Notice the difference in the size of the pictures. Whether they're movies, whether you see yourself in them-all the same distinctions that we went through in the inventory.

When you find the difference, I want you to take the thing you no longer wish to believe and push it all the way off into the distance, then move it over and pop it up on the other side so that when you look at it you know it's a lie and you're angry about it.

Then it's time to build a new belief. What would you like to believe? If you build a belief that you, like every other human being, are entitled to be happy, and are entitled to make friends, that will be much more useful. You still have to have a reference structure. You have to look at yourself and see yourself the way you'd be if you had grown up with this useful belief.

What if you were cheerful? What if you were happy? What if you realized you were pretty? Look at all those things so you have a direction to go in. You have to change that image and change the way you sound. You might have to change the way you walk and the way you look, so much so that when you look at it, you feel intense desire. You need to have desire for the future. You need to look at the past and decide the best thing about it is that it's over.

I'm going to say that over and over again. This is because through the years, I've gotten people to believe the best thing about the past is that it's over.

When they look at it, they may be angry about how silly they have acted and about the beliefs they had-how they learned them and who taught them-but this is still not going to help them to go into the future. What helps you go into the future is to leave the past behind and to create such strong desires that you want to move toward them.

Once Myra saw herself, I also gave her some suggestions. I suggested that she seek help buying more stylish clothes, stylish for the truly beautiful person she was inside and out, and that she go out and look at people who appeared to be happy, see the way that they acted, and adjust the images in her mind until she built a whole repertoire of possibilities for herself.

Overcoming Negative Suggestions Exercise

Think of something negative someone has told you or something bad you say to yourself. Think of someone you distrust who has told you a lie and remember how they told you the lie. Notice the submodalities of the lie and the negative suggestion. Move the negative suggestion into the submodalities of the lie and snap it into place so you think about the suggestions in the same way as the lie.

Differences of Submodalities:

Number of images

Moving/Still

Size

Shape

Color/Black and white

Focused/Unfocused

Bright/Dim

Location in space

Bordered/Borderless

Flat/3D

Associated/Disassociated

Close/Distant

Auditory Submodalities:

Volume

Pitch

Timbre (mood of sound)

Tempo

Tonality

Duration

Rhythm

Direction of voice

Harmony

GET THE LIFE You WANT

Bad Suggestion Biggest Lie

Kinesthetic Submodalities:

Location in body

Tactile sensations

Temperature

Pulse rate

Breathing rate

Pressure

Weight

Intensity

Movement/Direction

Olfactory/Gustatory Submodalities:

Sweet

Sour

Bitter

Aroma

Fragrance

Pungency (strength of smell)

Building Better Suggestions Exercise (Changing Personal History)

Think of a more useful suggestion that you want to believe. Imagine yourself floating back in your time line to when you were very young and imagine hearing someone very convincing, who you really believed, saying this useful suggestion to you.

From inside this experience (associated) in the past, imagine yourself going through your time line, through every experience from this past experience to the present with this new belief in yourself, and notice how things change and how differently you feel in the light of this new belief.

When you get to the present day, you can repeat this with different suggestions and notice how, each time, you feel better about the past and who you are in the present.

MHR life is just a story. You can re-write it. It was random shit that happened. It wasn't 'to' or 'for' some purpose. It wasn't 'karma' or 'punishment' for some past life misdeeds. It was just shit that happened. To you. And you didn't realise you had the power to rewrite your personal history, so that the new history you write offers you all the experiences and resources that more 'fortunate' people just happened to have, that you missed out on e.g loving parents, good honest friends, tutors, coaches, guides,... be your own guide / guru, using your newfound wisdom and understanding to go back and rewrite your history, so that it becomes the story you'd wished it had been...it is YOURS...fuck, the history of entire nations, like Germany, has been rewritten by the 'victors' of WWI and WWII, and the Jews. So you are entitled to rewrite YOUR history too. This must be the MOST empowering act you could do, now that you understand how limiting beliefs are imprinted / installed / learned, so quickly, and so randomly. Like life programmed you to survive long enough until you got to the point you are at today, right now, where you are empowered and able to program yourself...program your 'self', yourself. Re-imprint, un-install old limiting beliefs and install new, generative beliefs...positive and productive, more optimal...you can disabuse yourself of all the lies of bad parents, malicious teachers and false-friends, siblings, enemies, priests...the historians...all that shit...re-define YOU and LIFE based on your newly found wisdom i.e T ... read my books you fucking wild beautiful free fuckers !!!

You 'get over it' e.g a fear...get over a fear...it is something you imagine in front of you...in the future...anticipating some terrible potential risk / outcome...e.g when phobia of dogs, planes, elevators...there is no actual present threat...just the fear of a future outcome...so we are talking about something imagined...an imagined, and feared, outcome or consequence. The elevator or plane or dog has not attacked you or crashed. It is not in the process of attacking you or crashing. And yet you are anticipating just this, with your fear, anxiety. More common is a general sense of anxiety, worry, neuroticism. A generalized fear of future negative consequences / outcomes / misfortunes / accidents. All imagined.

The immediate reaction to a situation or object can be intense, as in a phobia, or gradually building up, as in general anxiety. In both cases the sufferer is doing something to 'produce' that affect. They are building images, movies, imagined scenarios, in their minds, and imagining terrible outcomes.

My migraines mostly come from an overactive internal verbalization and visualization of anticipated stressful interactions with people...or simply worrying about 'is this a good deal / will I have buyers remorse'...so I understand I am building up muscle tension in my neck, jaw, and tongue, and even my 'internal voice muscles' and 'internal vision eyes'. But understanding that tension is a product of my own actions, and processes, does not prevent me engaging in these actions and processes in and of itself. There is another step

necessary. The steps Bandler take which are efficacious, when mere 'talking therapy' that identifies a problem, and its source, i.e having breakthroughs and insights, don't actually solve the problem i.e resolve the issue i.e remove the symptoms e.g migraines, phobic responses, anxiety.

One person out of 100 might be 'scared' of flying. But the other 99 are doing something different when they think of flying, or enter a plane. The 'phobic' person is imagining, visualizing, and more, all sorts of terrible possibilities. The others are thinking of their destination, of the inflight movie, meals, and drinks. Maybe checking out the flight attendants. Looking forward to what they plan to do at their destination, and the flight itself.

Fear of heights is fear of falling. So if you imagine you are falling, i.e imagine you are going to fall, and visualizing and feeling this terror of falling, you are going to feel scared. But it is a misnomer to call it 'fear of heights'. It is fear of falling. Or fear of a desire to jump. Either way you imagine you are going to be falling, and so feel what you would if indeed you were falling. This is what is going on in the head of someone with 'vertigo' / 'fear of heights'. They are scaring themselves with these terrifying thoughts and sensations.

A fear of a spider is really a fear of being bitten. You imagine every spider is going to attack you. It is your imagination that is terrifying you, not the actual spider.

Bandler interviewed hundreds of people to find out how they had gotten over their phobias. A common thread was that they had 'gotten fed up' with their fear. Bandler modelled the successful self-cures and then streamlined them into the following process.

You specifically pick five times where you felt really stupid about it. Run the first memory, then the second memory, and then the third memory, and then the fourth memory, and then the fifth memory. With each one, make the pictures bigger and closer and brighter and louder until, when you look at it, and when you see yourself in these memories, something happens. I want you to look at it to the point where you just say, "This is ridiculous."

If you run through all five and go back to the beginning and run through all five again and go back to the beginning and run through all five again really, really fast, what will happen is that you'll begin to feel fed up. There'll be a point where something inside you says, Enough is enough.

Enough is Enough Pattern (Threshold Pattern)

Think of five times where you felt embarrassed by having your fear. Make a movie of the first time you felt this way. Then the second time, third time, fourth

time, and fifth time. Put all the times together, one after the other, in one continuous movie of you looking ridiculous, being scared with this fear.

Make the pictures bigger and brighter as you run the movie of all five times in a row and you see yourself looking ridiculous. Run the movie over and over again until you feel really embarrassed by yourself. Do this to the point you start to say to yourself, This is ridiculous! Enough is enough.

The next thing you can do is to make a still image of yourself in the situation where you're afraid. Imagine you are sitting in a movie theater with the still image on screen. Then imagine floating out of yourself in the chair so you can look down and watch yourself, seeing yourself being afraid. Then start the movie. It's like you're in a balcony watching yourself in the theater and you're in the film. Now as you look at yourself being afraid, I want you to stay in that third position and in your mind looking at yourself being afraid and say to yourself, That's ridiculous. As you look at yourself being terrified, watching yourself being terrified, something inside you will feel different. Run all the way to the end of the episode, float back down into the theatre, float into the movie, and then run it backward so everybody walks backward and talks backward, and throw in a little circus music so it's as ridiculous as it could be. Then, clear your mind for ten minutes and then go back and think of what you were afraid of. You will be amazed to discover that your fear has severely diminished if not disappeared entirely.

Fast Phobia Cure Exercise

Think of a phobia you have. Think of a time when you experienced that phobia (or the imaginary situation that defines your phobia). Imagine yourself in a movie theater, watching yourself on the screen going through the scary experience. Imagine yourself in the projector booth of the theater, looking down and watching yourself looking at yourself in the cinema screen going through the scary experience. Run the movie to the end to where you have successfully survived the experience, and then imagine floating inside of yourself at the end of the movie. As you stand inside yourself at the end of the scary movie, imagine running it backward so that everything goes backwards. You are walking backward, talking backward, moving backward and hear circus music in your mind as you do this, until you get to the start of the movie to the point before you encountered the experience. Then think of the phobia and notice how you feel differently. Repeat steps 1-5 a couple of times. Notice the difference in your feelings when you do this and you think of the phobia, and notice how you don't feel that phobia any more!

You can add a little laughter to that. You can, this time, look at a high place so you immediately go to that height. I took people to the Mandarin Hotel and I tickled them so they giggled a little bit and then I led them toward the edge of the

bridge and had them look down. At first as they looked down, of course, they'd feel a little trepidation, but then I would have them step onto it and take another step and another step, with another tickle and another laugh, because everybody says that you're going to look back and laugh at your problems. My policy is, why wait? If you're going to look back and laugh, you might as well start laughing. Laughter produces endomorphins that are an important part of changing your mind. The more you laugh at what you're afraid of, the more chemicals go into your body. Even if it's artificial laughter, it doesn't matter. If you can stop now and look at the same picture in your mind that scared you and not be afraid, then you're ready for the next step. So, get up from your chair and go out and test it and test it and test it and, bit by bit, it will simply disappear.

Laugh Away Your Fears Exercise

Think of a time when you laughed your head off one of those times when you found yourself laughing and it was impossible to stop. Remember how it felt, what you were thinking and feeling vividly. Start chuckling to yourself as you do this until you are laughing continuously. As you giggle away, start thinking of the thing you used to fear and notice as you laugh how it begins to change in your mind. Notice that, as you laugh, when you think about it, the submodalities of the fear change in front of your very eyes, as does the way you feel about it!

Fear of public speaking...hypervigilance re: impression YOU are making, Vs attending to audience i.e self-conscious Vs conscious of others...focus on THEM to relieve own anxiety i.e take OWN focus off self...attend to reactions of audience i.e cues as to whether they are following you or not i.e is your message being received? When focus on own fear, it spirals and feeds back, producing reinforcing loops, amplifying your fear...

Bandler asks participant 'Where does that fear start?'. In your fingertips, your forehead, throat, top of your chest? If it ends up as a knot in your stomach, does it spin clockwise or counter clockwise, to the right or the left? Has them put their finger on stomach and motion clockwise, and anti-clockwise, to see which resonates with them i.e which direction. Once know the direction, they can speed up the rate of spin, and feel the fear grow, i.e you are amplifying it like with notch EQ...This is a good thing because now you're in control of your fear.

Once you are doing this, visualize the circle so it's spinning forward or backward, whichever way the fear is moving, and see a set of red arrows moving in the direction in your mind. Once you do this, stop moving the circle in that way, turn the circle blue, and spin it in the reverse direction. As soon as you start to spin your fears backward, they're no longer fears. In fact, it creates a good feeling. You spin it faster and faster and faster. Then you can walk up onto the stage and turn to face people. This isn't just a good way of getting rid of your public speaking anxiety, it's a good step to get rid of that fear of heights. It's a good step

to getting rid of that fear of bees or the fear of snakes. As long as you maintain that spinning direction, and spin it faster and faster and faster and faster, suddenly the brain, at the unconscious level, begins to recode the experience. When you try to get back to having your old fear, you'll discover that it's a very difficult thing to do.

Reversing Anxiety Exercise (Neuro-Ilypnotic Repatterning)

Think of something that makes you feel fearful or anxious. Notice which direction the anxiety spins in your body, and visualize it using red arrows that point which way it moves. Imagine taking the feeling outside of your body, turning it around, changing the arrows from red to blue, and pulling it back in so the feeling spins in the opposite direction in your body. Keep spinning the feeling faster and faster in the opposite direction in your body as you notice yourself feeling differently. Think of something that makes you feel really comfortable. Notice which direction this feeling moves in. Spin this comfortable feeling as you imagine the experience going really well and working out perfectly. 7 As you do this, look at what you can see in front of you in the present moment, what you can hear and what are all of the things in the real world that you can pay attention to.

What would I have to do in my mind in order to create the kind of anxiety that you do?"Then I told him, for example, when I think about talking to an audience, I imagine an audience full of bright-eyed people just ready to learn and excited. I said, "Is that what you do?," and of course the person shook his head and said no. He told me that what he saw was little bodies with greatbig heads and unblinking eyes, and he literally heard himself stuttering over words, so he planned for how he was going to do badly.

Most bad memories are life-size. When you have life-size bad memories, you can change them by doing the following: shrink them down and put yourself in them so you can see exactly what you were wearing (turn the pictures sideways and then play those memories forward and then backward). This will help you change the way you feel about them. Being able to play these memories forward with circus music and backward with silly music allows the feelings to become separated from the images and the memories will no longer haunt you. The purpose of memories is to learn from them or to enjoy them or to use them as guides for your behavior, and it doesn't help to relive trauma. Over the years, I've helped many, many people whose lives had been crippled by traumatic experiences to get away from the memories. If you're holding on to bad memories, it's now time to look at them and **shrink them down**. Another thing to do is to freeze frame the memory. I know that sounds crazy at first, but the best thing to do then is to jump to the end, **freeze-frame** it and literally **grab a whiteness knob in your mind and turn it very quickly so that it goes blank -**

out white, phhhhhp. Very quickly, so the whiteness literally replaces the memory so you can't see it. It's like taking the brightness knob on an old television and turning it suddenly all the way up or using that white fade-out on your camera. You do this two or three times and then very slowly bring the picture back into focus, only now make it so that it's maybe eight inches by eight inches. Look at the last image and then run it backward to the beginning so that people walk backward, so that the sounds are like playing a tape recorder backwards. In fact, if you can, spin your feelings in the reverse direction.

As I've already talked about, feelings always tumble forward or tumble backward. Remember, sometimes they feel like a knot inside your stomach, but even a knot couldn't remain still or else it would habituate. So if you move your hand in a forward circle, a backward circle, to the right or to the left, you'll find out the direction of the motion that allows you to maintain your bad feelings-and literally freeze those and turn them in reverse, make the pictures move in reverse, make the sounds sound like they're in reverse.

Make it happen very quickly like you're rewinding a movie right back to the beginning and then project yourself outside the image so you can see yourself unhappy. See yourself being tortured, but it's a little picture and then move it off into the distance.

Changing Your Bad Memories Exercise

Think of a memory you want to stop thinking about. Notice the submodalities. Freeze-frame it and shrink it in size. Skip to the end of the memory and freeze-frame it, and imagine a whiteness knob and grab it, whiting it out really quickly. Repeat this three times. See yourself in the end of the movie and run the movie backward, seeing the sights backward and the sounds backward and spin the feelings in your body in the opposite direction. When you try to think of the bad memories, the more you do this, the harder it is for you to remember them.

It may take a few tries but over time it will be effective. Go back to the first bad image. Not the life-size one but the little one and push it off into the distance and suddenly pull up the new picture in its place and then make it life-size. Look at how you want to be, and you end up replacing your fears with your desires. It's a mechanical function because you need to talk to your neurology. You need to tell it what you want it to see, what you want it to feel, and whenever it shows you a picture from the past that you don't like, you need to make it an instinct to white it out and put up a picture from your future of how you want to be.

This will instruct your neurology which direction to go in. There is a tendency for some people to look at the past over and over again. Even in therapy, people going through it over and over again instruct the neurology that this is what they want. Until you start to look ahead with desire, it's very hard to get away from the

past. The more you look at the bad things, the more you relive the bad things, the more familiar it gets.

The strongest instinct in human beings is not survival. Virginia Satir said something to me that has resonated with me for forty years. She asked, "What do you think is the strongest instinct?" Like a robot I responded, "Survival." For me, it had always been the strongest instinct. She said, "No, Richard. The strongest instinct in human beings is the need to look at the familiar." People are terrified of the unknown. In fact, sometimes people will rather kill themselves than look at new things.

MHR ... validation of your reality is comforting...Vs challenges feel threatening...like fear of going mad !

The techniques I'm describing to you aren't techniques that you just do once, but things that you run over and over and over in your mind till they become familiar, to move away from pain and move toward hope. The more you move away from pain and white out your pain and see yourself in your pain-and the more you look at yourself doing the things you want to do-the more you'll begin to change your direction.

Feeling Better at the Right Times Exercise

Think of your timeline and imagine floating above your timeline so you can see your past running to your future. Imagine a time when you felt absolutely wonderful, where you laughed and you felt like everything was going to be all right, that life was wonderful. Remember it vividly and spin this great feeling inside you. Once you have done this, imagine yourself back above your time line with this feeling in your possession.

Give this feeling a color and imagine having a powerful hose with this feeling in it ready to burst out. Look down at your past. In your past, see your past stretching out to the time you were born and see all the memories you have ever had. Notice the bad memories are all colored black. From above your timeline, imagine firing this feeling through your hose at your past and cleaning all of your experiences, including the black memories, and watch as they change color and no longer look the same.

Imagine floating back into the present, and look toward the future and again fire this feeling all the way through your future so you start to get more and more excited about it and feel really great about what lies in store for you.

Grief is natural and healthy, if of relatively brief duration and is 'gotten over' or 'put behind you'. Enduring grief can debilitate and sap your strength, enthusiasm, happiness. It can become like a phobia of happiness i.e fear of attachment as

Buddha would say, to anything. To happiness itself. For the experience can 'imprint' the 'unenduring nature' of all happiness, and the necessity of loss, and thus future grief, as the cost of any present joy. You can become a true Buddhist, and reject life, if you chose.

But other options exist. To learn to accept loss and grief as a part of life. To accommodate it, without letting it contaminate your present joy and future anticipated happiness, like a toxic poison.

Loss happened. It belongs to the past. The lessons learned however belong to the present and future. Attending / focusing / dwelling on the past loss deprives you of present attending to present joys, and future happiness. Optimistic people naturally appear to have 'short memories', and a focus on the present and future, in which they imagine good things happening to them, around them, to their worlds. This motivates them to put in the effort, sacrifice, and risk required as the 'seeds' of future harvests. This allows them to enjoy every little piece of good that comes their way in the present. To enjoy every good they have in the moment, here, now. They focus on the good they have. The joy they have. The positives they enjoy. They learn from negative feedback, as a lesson, without dwelling on the content that brought that lesson, especially when 'experience is a very expensive teacher' i.e the high cost of wisdom. They imagine, in all representation systems, the good they enjoy, and expect to enjoy, and produce self-fulfilling prophecies of a sober nature i.e Vs illusion that you can simply imagine being successful and wealthy and happy, without actually investing the time, energy, effort, risk, and sacrifice and 'attract' good fortune, as if goods and services are just spontaneously produced the by universe, and that other people are not involved in their production i.e the expectation and entitlement to enjoying the fruits of other people's labor, effort, sacrifice, risk, which is an abomination. By definition slavery. The law of attraction would more rightly be stated as 'I am likely to attract success, wealth, happiness, peace of mind, by investing the time, energy, effort, risk, and sacrifice in those processes that produce the goods and services and states of mind I seek'. Just sticking up a photo of a Lamborghini or supermodel and rich pop icon above your bed won't lead to happiness. That is masturbation. Illusions sold by peddlers of lies, from Madison avenue to fake guru's and cult leaders, including the Pope, and Karl Marx.

Many people face terrible experiences, such as the loss of a loved one to a painful, slow, death of cancer. Or the sudden death in a car accident. Or the slow death from alcohol and tobacco. All of these are millions of times greater threats to your 'security' than any terrorist. But consider the measures put in place at airports, compared to the measures taken to reduce alcohol, tobacco, or even air pollution.

Of course one likely explanation for why we incarnate as animals, in the first place, is to experience emotions, feelings. To have experiences. And experiences can call be reduced down to pleasure, pain, and relief, and the expectation / fear of / hope for, these. So 'indulging' in grief can be considered a reason for existence, as much as indulging in excitement, pleasure, satisfaction, anger, even regret. Being 'self-indulgent' can of course irritate others, and be counter to their interests. Or they can profit from it. Depending on which, other people's grief will be entertained and encouraged, as in the mass media and government encouragement of fear of terrorism totally disproportionate to the risks, or on some incident, totally disproportionate to the impacts and significance, or barely tolerated, and actively discouraged and sanctioned. Such as peaceful protestors protesting against the war crimes of their own governments in the U.S, U.K, and E.U.

We have to behave responsibly with grief as much as with the satisfaction of any other drive, urge, or impulse. From sexual pleasure, to intoxication with drugs, to intoxication with the thrill of driving a car hard and fast, to the pleasures of eating, to the desire for wealth, prestige, status, and power. Any impulse can become a hazard to the private and public good if not managed. Ideally self-managed. Otherwise managed by 'society'. By 'policing'. The same goes for the masturbatory self-gratification of 'chosen peoples' sense of entitlements to rule over, and enslave, others, whether the basis is in some origin story such as the Old Testament / Torah / Talmud, or some other form of racial supremacist propaganda such as Nazism.

Grief can poison our enjoyment of our 'past', by clouding out all the good times. Most people would not accept, as the price of losing all their bad memories, the loss of all their good memories. So we need to refocus on the good, and leave the bad to fade. We can speed this process up. Time heals all wounds, naturally. But sometimes it can seem to take forever. So we can add the catalyst of various NLP exercises to speed up the process.

Mental images in which we are associated are more powerful than ones in which we are observing ourselves, detached, as an observer, in a dissociated frame or p.o.v / perspective. It is the difference between being the players in the movies we run and re-run in our heads, and simply watching ourselves from the audience, watching ourselves in the movies playing in our minds eye.

It is the difference between genuine empathy and mere sympathy. Actually feeling the pain and pleasure, like the harmonic resonance of a bridge, or a guitar or piano string, that occurs when you produce a certain frequency of oscillation in the air, or the bridge, or a component of an engine. Compared to merely observing another's suffering, without genuinely feeling it. We can identify with a character in a movie, or novel, so much that we twinge with fear and pain when

they are struck, or about to suffer some calamity, as if it were happening to ourselves. So there is always a continuum between true empathy and mere sympathy.

So by dissociating from anything, we can become more aloof, rational, calm, and unaffected by what we observe. Even as it is happening to 'us' on the screen, in our mind's eye. We can watch as a neutral, detached observer with much less investment in the outcomes.

[MHR dissociation is often necessary to 'help' people. A surgeon cannot empathise with the patient while cutting them, and stitching them. They need to learn to dissociate, to be effective. Empathising with someone, imagining how it must feel to be cut and stitched, will interfere with the operations required to help the patient. Compare this to the sociopath who has no empathy or guilt. Of course the elites of most society's will claim they are acting in the interests of their 'client populations', 'being cruel to be kind', and claiming 'the ends justify the means', when in fact they are either merely trying to assuage their natural, if numbed down, sentiments of guilt and empathy, or are natural born sociopaths. Sociopaths make up around 2% of the population, and tend to rise to the positions of greatest power, due to their ability to behave cruelly, opportunistically, and brutally, without suffering any guilt or empathic pain, either through conditioning and deliberate numbing, or by virtue of being born a sociopath. Most mass murders a.k.a 'political leaders' and 'kings and queens' dissociated themselves from the suffering they inflicted on millions of people. It was not 'real' for THEM. No more real than watching a movie. No more real than 'The Holocaust', which only exists in movies, and never actually happened.]

Constantly reliving bad experiences in vivid detail, large screen format, as David Hume reminds us, is basically the same, from our brains p.o.v, as actually experiencing them over and over again. The mind makes no distinction between vividly imagined experiences and 'actual' ones. It is purely a question of how vivid and detailed, and compelling, the 'experience', the 'impressions' are. All 'external' impressions are 'inputted', then encoded, then decoded, so that the final experience ALWAYS happens in the brain. In the mind.

Consider how vivid your dreams can be. How real. So real that you orgasm, or can have a heart attack, or wake up with a migraine, or cramp. Everything we experience, ultimately, is constructed INSIDE the brain. So reliving or imagining bad things is exactly the same, for all intents and purposes (I prefer intensive purposes, as a typical working class person I'm told!), as HAVING it 'for real'.

This is the demon that plagues us, and the angel that saves us. For it means we can become imprisoned and tormented by our imagined and recalled experiences, and end up in despair, feeling hopeless, even suicidal, or we can become

empowered, entertained, pleased, and satisfied, and thus motivated, by imagined and recalled experiences.

Actually all 'recollections' are of course 'imagined' too. They are constructs. What REALLY happened and how we experienced it, encoded it, and decode it, and thus 'recall' it, are usually very different things. Just ask a dozen 'eyewitnesses' to a crime!

What Bandler adds to the whole Zen and David Hume thing is this. YOUR life is just a story written by random events. The content of your past is irrelevant. What you 'learned' from it is important. What beliefs about yourself and your world that were imprinted are key. The way these experiences, and how you experience them, conditioned your reflexes, your unconscious, automatic nervous system to react or respond to external stimuli. To 'interpret' the world around you. To define yourself and your world. Your 'beliefs' are often quite erroneous and unjustified in the sober light of 'reality'. Of skeptical, scientific, rational, sober, reasonable calculation.

Clearly you have much greater chance of dying of lung cancer or liver cancer from smoking and drinking, than from the results of your governments war crimes against other nations, which rarely, for some strange reason, hardly ever come back to bite the U.S, U.K, or E.U. Sitting as a passenger in a car is much more likely to result in injury or death than swimming where sharks are known to hunt their prey, or flying in a commercial passenger airline. Just try to avoid one slated by the C.I.A / Mossad for a 'false flag' attack to be blamed on Libya, or Iran, or Russia, or whoever they want to foment war with.

If we learn from Skepticism (from practitioners like David Hume), and Zen (from practitioners like Eckhardt Tolle), and from Psycho-Cybernetics, we can understand that 'reality' is constructed by our minds, actively. WE can have NO knowledge / certainty whether anything other than our own thoughts exist. Science tells us that 'external reality' is nothing more than electro-magnetic soup. We take narrow bandwidths of that soup to produce 'impressions' in our minds. These impressions include sounds, images, smells, tastes, textures etc. But there is no way of knowing if objects actually exist 'out there'.

Our eyes are 'tuned' to a very narrow bandwidth of the electro-magnetic spectrum. What we call 'visible light'. The same goes for our ears. And our 'sense' of touch. ETC...

MHR often I am distressed / frustrated by being around people I cannot help...though could if they would let me, if I could communicate with them, get them to 'see' reality, and what would be best for them...so that, not being able to help i.e respond, but still feeling empathy, and response-ibility without response-ability, I loathe interacting with them...and visualize all the stress etc of an actual

interaction when anticipating having to interact with them...go through scenarios, try to find the 'words' to deal with THEM, to reduce negative impact on ME, and try to help them, or at least avoid them damaging / harming / hurting / exploiting me...so suffer migraines etc i.e tension in neck, jaw, tongue, face, tension headaches...so produce what tried to avoid via anticipation / planning / running possible scenarios and how optimally to try to respond positively ... etc... expect to be irritated...self-fulfilling as they 'read' my irritation, shortness, attempts to avoid them, get out of interactin...free to impute negative motives...when simply self preservation...I'm not willing to sacrifice myself to subsidise their stupidity, arrogance, selfishness, egotism, corruption, sense of entitlement, desire to 'cut down tall poppies' as if doing so will help them, and as if it is a crime to be smarter, more conscientious...which it IS to them...who want to pull everything down to their level, so their level feels 'normal' i.e assuage own guilt...etc ... so work out strategies...Erickson granted his unconscious resources confidence / efficacy i.e didn't worry about 'what he was going to say or do'...reminded himself that his unconscious would come through for him...it was one of his 'therapeutic tales'...

N.B metaphors are 'Gestalt nodes' in brain that activate / trigger a whole set of connections / associations i.e 'loaded' language ... like you see outline of some shape in a window...and the Gestalt / wholistic impression of 'girl' is triggered, and the actual information NOT there is added, to complete the assumed Gestalt of 'girl', and you 'see' a girl in the window, which is just a plant...same happened with a few hanging plants on other side of flat...really felt / looked like someone was standing there, staring at me...took days to shake this off, when light angles / quality changed and I could make out several distinct shapes i.e of hanging plants and window boxes...'Loaded' language, like metaphors, trigger a whole host of connections not always shared...and often unintended e.g a racial slurs, criticisms, sarcasm, innuendo, sexual meanings...for the interlocutors.

Need to make habit of associating with, and making as vivid as possible, the good memories, and dissociating from, and shrinking, removing to a distance, blurring,, removing power of, bad memories. So focus and attend to positive, accentuate the affirmative, motivating memories. Change your history and thus escape it. While retaining the 'lessons learned'.

Zen and NLP about gaining benefit of experiences as learning lessons, without reproducing / holding/ carrying / prolonging the suffering. To gain the benefit of negative feedback that pain represents e.g pull hand away from flame, and avoid putting hand too close to flame in future, Vs constant phobia of anything with a flame, or associated with fire. To 'feel' the pain, but not to 'suffer' from it any more than required as negative feedback. I.e to learn the lesson pain and other negative experiences have to teach us, to retain that information soberly, without

becoming a victim of chronic suffering e.g chronic fear, unreasonable, irrational etc...

Any time you vividly recall or construct a scenario, as far as your mind, brain, and central nervous system, and thus the organs of your body, are concerned, it is actually happening right now. You can measure the reality in pulse, heart-rate, breathing, flushing of skin, dilation of pupils, direction of gaze, dryness of mouth and throat, perspiration of skin (especially palm sweat, armpit sweat etc), posture, tension in muscles (preparing for fight or flight), hypervigilance of all senses as keenly seek to identify potential sources of threat (fear) and opportunity (excitement), sexual arousal with increased blood flow to sexual organs and heightened sexual sensitivity of erogenous zones, release of pheromones, adrenalin, and other hormones and brain chemicals, release of endorphins...in other words there is no difference, as David Hume established, and modern science has confirmed, between a vividly imagined (constructed or remembered) experience, and a 'real' one. They both 'occur' here, now. And so by reliving terrible experiences, you really DO re-live them. If you make a habit of it, you will be living with chronic stress, anger, hate, fear, heart-ache, loss, tragedy, anxiety, hyper-vigilance, numbing, ... and suffer all the dis-eases that plague people living in ACTUAL conditions which would justify such reactions. The body is hyped up for flight or fight, but can do neither, as the 'threat' is imagined. It can't be 'outrun' or 'fought', because it is a phantom. You have to go into your mind to defeat this enemy. To replace it with glorious, joyful, positive, nurturing, relaxing, easing, calming visualisations / fantasies / memories...

And so we can stop fixating and attending to, and reproducing, the bad memories of a person's death, and replace them with the good memories of their life. And thus deal with the grief of loss. To genuinely honor a person's memories. (MHR questions of guilt ?)

We all have ways of sorting out where the future is and where the past is. If you think of something that happened six months ago and something that happened a year ago and something that happened five years ago, and literally draw a line in your mind between those memories, you'll discover that there's a distance. We all measure time with distance in one form or another. The trick is to take the bad memories and to push them off into the distance, so they go into the past where they belong. If we hold on to memories as if they're happening to us now, then they WILL be happening no.

The best thing about the future is that it's in front of you. The best thing about the past is that it lies behind.

Getting Over Grieving Exercise

Think of all the memories you have of the person who has passed away. Remember all the good memories about being with them by being associated in the memories. Feel them as if they are happening now. Remember all the bad times by looking at yourself in the image. See yourself going through the experiences in small images, which is like watching yourself on a small, black and white television screen. Take your **time line and imagine a line stretching way behind you that represents certain times from your past you have forgotten and never think about. Imagine taking all of the bad times with this person and placing them all on this line way off behind you. Imagine a wonderful future in front of you where you honor their memory by living as fully and as happily as possible.**

Decide, first off, to build a new belief that you deserve to have a good life. This is so important, but most people don't do this enough.

I worked in a shelter for battered women. What amazed me most about it was that these women had been beaten up, bruised, and given black eyes yet they were sitting huddled, shivering in the corner with their children, homeless for a time and afraid to go back to the drunken husband who had repeatedly beaten them.

I was also amazed that when I'd say, "You need to divorce him. You need to stay away from him forever and keep your children safe," they would answer, "But I love him." Either that, or they would be sure they were going to leave him, and six months later, they would be back in the shelter, having been beaten up again.

Sometimes people need to learn to fall out of love. MHR any infatuation e.g. religious, ideological. And strong desire that is not healthy from a food type, drug, situation, condition, dangerous activity ... even desire for success, power, prestige, wealth, revenge, 'tall poppy syndrome envy'...ability to get over her and fall out of love was just as important as a woman who's being beaten and has to get out of a bad relationship, or worse, any kind of abusive relationship.

They say that some relationships are enabling relationships, where people become codependent with someone. If a relationship isn't built on two people becoming healthier together, happier together, building good memories, and building a good life together, then one partner just drains the life out of the other, one way or another. It either happens that way or, worse, one person ends a relationship and the other just stays in love and pines away.

All of these are examples where people need to learn to fall out of love. Falling in love is important, but people seem to be pretty good at that. However, some of us are very good at falling out of love when it's inappropriate. I've had relationships that didn't even make it through lunch. Yet when I found the right

woman I stayed married for many, many years. When she died, it took me four years to find somebody else. But if! couldn't put her in my past, I wouldn't be able to put somebody new in my future.

It's always sad when somebody dies and you expected to spend your whole life with them. However, there comes a point in time where you have to hold on to the good memories and let go of the bad ones, and look forward and build new, good memories. Some times the person doesn't die, they just don't like you anymore so they leave you. If you stay in love, you deprive yourself of the opportunity of re-aiming your life so you find just the right person.

"I expected to spend my whole life with him." She was angry. She was hurt. She was distraught, and when she looked at me she asked, "Why are you smiling?" I looked back at her and said, "It's really very simple, dear. Most women can't pick a man who lasts for a whole evening. You were able to make good enough judgments to pick one

that lasted for thirty years. Now that means, at your present age, you probably only have to find one more. Maybe two if you live to be 100. So really, you're in the position to do a good job but all you need to do is to put him in the past. And I'll tell you the secret beyond secret."

The secret is that when it's time to fall out of love, it's called a threshold pattern. Threshold patterns are just like becoming fed up with being phobic. It's the same pattern. I talked to a lot of women who fell out of love without my help so I could figure out what they did. When women fall out of love, they **reach a threshold**. I had a couple of my friends who said to me, "I don't get it. I was married for seven years, and no matter what I did, she put up with it. And now suddenly she's just left me and she wants nothing to do with me."

This is an example of somebody falling out of love on their own. I inquired about it because I wanted to know how to help those people who really needed to fall out of love. It turns out that it's really quite simple. If a guy does something unpleasant, or a woman does something unpleasant, you can forgive them. But if they do too many unpleasant things, too close together in time, it builds up the negative feeling and you begin to hear the phrase, "**It was the straw that broke the camel's back.**"

What we want to do is get that straw in just the right place and snap that camel's back on purpose at just the right time. The way to do this is really quite simple. If you have a guy who's been unpleasant to you or a woman who's been unpleasant to you but they just didn't do it often enough, close enough together in time, you do the following: you go back and you take memories, at least five or maybe ten. You take these memories, make them life-size so you see what you saw at the time and you run them end to end, like they're happening now.

You go through one memory from beginning to end and, as soon as it ends, you start the next one. Sometimes, it's a good idea to write down what the five memories are. Make sure you remember where they start. Run through them very quickly so you get them all connected together. Then you go through them in your mind, add sound and take the feelings-all the unpleasantness-and literally spin it faster and harder throughout your body.

Make the pictures bigger than life size and run them from one end to the other so you continuously run through five bad memories, maybe ten bad memories back to back. What will happen is, you'll hit the point where your pictures will flip and your feelings will change. This is because the way in which people stay in love is much like grief in the sense that what you associate with and what you disassociate from determines how you'll move in the future.

When you get to the end of these five or ten memories, you go back to all the good memories you had with this person and see yourself being happy and shrink the picture down so it's small. Run the movie so it runs backward. Start at the end of the good memories and run toward the beginning so that you're deeply in love and then you get to the point that you don't know the person.

Literally, by artificially manipulating the pictures and the sounds inside your head, it changes the way you feel. When you look at the unpleasant memories, you bring them big and close and see what you saw when this person did the things you didn't like. It always helps to add a bad feeling because sometimes people forget just how bad relationships can be. They forget how scared they were or how unhappy they were, so when they think about going back with somebody, they think it's going to be good.

He kept falling in love with the same person over and over again, and the woman would run off with somebody else, hurt his feelings and then, six months later, he would end up with her again. He was really tired of her abuse. I asked him to think of what he thought was **the most disgusting thing he had ever seen on planet Earth**, and he looked at me and said, "Chopped liver-just the smell of it, the sight of it **makes me want to puke**." I had him look at a big plate of chopped liver and smell it until he got that bad feeling. In the center of that picture, I had him **open up a picture of her smiling face to the point that every time he thought about her, it turned into chopped liver**.

Our ability to associate good feelings with things or bad feelings with things should be a conscious choice. When you redirect your own thoughts, when you decide what memories to associate with and what memories to disassociate with, when you manipulate your thoughts deliberately, it is called MHR ACTIVE thinking. We are thinking beings when we think deliberately. When we let our thoughts just happen to us, we lose our

personal freedom. MHR MIND CONTROL ... Change your mind, Change your reality.

Falling Out of love Pattern Exercise

Think of the person you want to fall out of love with. Remember all the good memories about being with them by seeing yourself in the memories. See the movies run backward and make them all in black and white and small.

Remember all the times they treated you badly and all the negative feelings around them by imagining yourself looking at them inside the image, fully associated. 4 Take every bad thing they did and imagine all of them, one after another as if played back to back on a movie screen. Run this movie over and over till you get sick of them.

Take something that is disgusting to you and move the image of the person into the sub modalities of the disgusting image. Imagine a wonderful future free of them, and imagine yourself being happy and free and step into that image.

GETTING OVER BAD DECISIONS

EVERY DAY, WE ARE bombarded with thousands and thousands of choices. We are left to make many decisions, small ones and big ones. Some of these decisions won't really affect things that much, and some will completely transform your life. Getting over bad decisions is essential to move on in life. In order for you to do better, you need to make sure you are making better decisions. One factor that is important in making good decisions is the state of your thoughts.

Bad thoughts come in lots of forms. The kinds of bad thoughts I'm dealing with here are the kinds that get you to do things that you really don't want to do. Getting over bad thoughts is an important part of the process. When you think bad thoughts, you feel bad. When you feel bad, you will make bad decisions. Hence, being in a bad mood is something that is not conducive to making good decisions.

Getting past bad thoughts and getting over a bad mood can be accomplished by changing your state and changing your thoughts. When you go inside yourself and notice what you are doing in a bad mood and change it, you will find yourself feeling a lot better. For example, often we say nasty things to ourselves and criticize ourselves continuously. To change this, we can learn to interrupt these negative thought patterns by repeating a mantra. My favorite mantra is "Shut up!" because it works so well.

Eliminating Bad Thoughts Exercise

Notice what kinds of bad thoughts are running through your mind and what you say to yourself that makes you feel bad.

While you are speaking badly to yourself, repeat the mantra, "Shut up, shut Up", over and over again. Each time you are speaking negatively to yourself, repeat this mantra. Start saying nicer, more encouraging things and compliments to yourself in a kind and certain tone of VOICE.

As well as talking to ourselves, we also make images inside our heads. If you change the qualities of the images you make, and you replace them with different thoughts that make you feel good, you will start to feel differently. If you physically move around and get yourself into a very different physiological state, then you will feel differently.

Changing Your Mood Exercise

When you are in a bad mood, three things will be happening. You will be making images that make you feel bad, talking to yourself in a pessimistic way, and feeling bad. Notice the images, sounds, and feelings inside your head.

Thinking about what you want to do, figure out what is the most useful state for you to be in. Move the negative images away and replace them with positive images that make you feel the way you want to feel.

Use the mantra to stop your negative internal voice from saying whatever it says to make you feel bad. Replace it with good suggestions, statements, encouragement, and compliments to yourself

Notice what direction the feeling is spinning. Spin the feeling in the opposite direction. Change around your physiology. Move about and breathe differently and imagine a time when you felt fantastic. See what you saw, hear what you heard, and spin the feeling strongly through your body.

MHR NLP achieves all the phenomena associated with hypnotic inductions and trance i.e the same alterations in states. Trance induced to bypass conscious resistance / rejection of all the information / arguments presented here...allows person to be more open minded i.e relaxed, at ease, trusting...so gives this information the chance it probably wouldn't have had otherwise i.e you read this and say 'yeh, but', 'nah, won't work' etc...when in fact it DOES work, and IS true...but you've been conditioned and implanted and imprinted to have a erroneous, faulty, wrong definitions of TROONATNOOR...you are closed

minded to the truth, the facts, as they are 'alien' to you...you don't trust them...they are not 'conventional' i.e not 'normal' vis a vis your conditioning and thus expectations e.g drug and doctors are needed, this couldn't possibly work, it is too simple, surely someone would have told me about this long ago etc...i.e naïve trust in authority and transferred authority...discomfort at new / different / alien /foreign i.e it challenges your noetic structures, models of the world...so the hypnosis or trance state frees you of all this luggage / garbaged...takes you out of the box...opens your mind to allow new beliefs to challenge, replace, displace your current limiting beliefs...but if you are open minded, Zen, skeptical by nature or nurture / training / willful practice, you can apply all these methods successfully without a coach, guide, trainer, therapist, etc...

MHR to give clear idea of 'attending' and 'focus' Vs infinite possible objects of our attention / inputs / impressions...that the 'external' supposedly 'objective' reality is infinite i.e electromagnetic spectrum can be divided into infinite bandwidths, and each 'represented' i.e encoded by an infinite possible range of senses e.g echo-location, sight, hearing, taste, ESP, radio, wi-fi, digital television, and this arbitrarily e.g some people can 'hear' what most of us 'see', allowing for possibility of a 'god-sense' and 'intuitions' most don't have, even perception of 'ghosts', 'other dimensions, extending to communications with 'dead', or 'remote communications with those far away, by means of some bandwidths most people are not 'tuned' to, unable to represent in any way, without the intervention of some 'machine' or 'technology' e.g the encoding, transmission, and decoding, into the bandwidths we CAN represent, as radio then audible waves, as digital and then ANY format e.g visual, audio, haptic, movement... to make it clear that our 'perception' of this infinite range of bandwidths of electromagnetic vibration / radiation is very selective, start listening to an audio book on your laptop or headphones, and attend to it...then open a novel, and begin reading that novel, and notice how soon the audio book fades into the background, out of your 'conscious' awareness...as you attend to the book, actively visualizing and vividly constructing the situations, scenarios of the novel in your mind's eye...clearly the audio is 'REAL' and 'objective'...we can measure it with a dB meter...and 'prove' it is 'real'...but as far as the active reader's consciousness is concerned, it is the fabulous, fantastic, subjective world that is constructed by the author, and the reader, in collaboration, which is the more REAL. This accounts for 'false memories', and confusing imagined past experiences with ones that took place 'in the external world', rather than in the person's own mind...and of course as true 'seekers', we make no assumptions that the notion, the 'representation', the clear, concrete, certain, confident, compelling, apparent 'reality' of our own bodies, and brains, is any more or less 'real' than the constructed fantasy of the novel as it is played out in the reader's 'mind'...as I

have compellingly argued in TROONATNOOR volI, all we can say with any confidence is that 'thoughts exist', including the very 'thought', notion, idea, of an 'I' that is having them. 'I' reduces to the very thought / notion / idea of 'I'. While at the same time we act as heuristically as a David Hume, in our daily lives, perhaps 'tricked' by 'pain', which is after all constructed in our minds, by our minds, and is thus merely a 'representation' of some impression e.g excess heat / cold / sharpness / bodily dysfunction / lack / excess the mind has deemed 'negative' in the sense of decreasing the odds of the organism surviving, and more importantly, reproducing, to 'endure' through time as a species ... with survival being less important than reproduction, due to the apparent built-in program for 'death' within the Genome itself...so that reproduction is more important for a species than the survival of any one member...for if every individual survived as long as its genome was programmed to allow it to, and avoided predation or accident up until its heart was programmed to stop pumping, the entire species would become extinct in one generation...a very bad investment of the billions of years of evolution that preceded the organism...so this can account for why sex is the most pleasurable act to most animals, and possibly even plants, and why the maximum investment is made in attracting sex partners, in terms of decoration, plumage, and in humans, the amount of time, energy, risk, effort, and sacrifice devoted to being 'sexually attractive', and especially in the case of males, spending large amounts of their time and money on seeking sex...with eating and drinking coming next on the list with most people, or even above sex, for those who have 'failed', in their own expectations, of gaining access to the sex partners they consider worth the effort and cost of attempting to attract...then comes other pleasures like the arts, music, fashion, architecture...But most young people will take huge risks, and spare little costs, in attracting the most 'desirable' sexual mates they possibly can...investing huge amounts of time, energy, risk, and money in getting 'fit', becoming 'attractive', dressing their bodies and hair, wearing make-up, and in the case of men, engaging in very risky behaviors in order to secure the financial resources necessary to attract the most 'fit' females, the most 'attractive' and 'beautiful' and 'sexy'. Of course both sexes often engage in risky behaviors such as under-eating, the use of steroids, plastic surgery, over-exercise, etc

Decisions...how we represent contradictory impulses e.g to be or not to be, to do or not to do, to repeat or not to repeat, to eat or not to eat, to smoke or not, to drink or not, to exercise or not, to express ourselves or not, to defend ourselves or not, to act on destructive impulses or not, to act on malicious (the desire to harm others) impulses or not, to act on beneficent (the desire to benefit others) impulses or not...can be 'inventoried' in all their modalities and submodalities...to compare decisions that turned out, in our experience, and other's to be 'good', or 'favorable' re: their outcomes / consequences for us and

others, and those that turned out to be negative / sub-optimal / destructive / imposed costs greater than benefits, on us and others...this is Bandler's approach to preventing 'recidivism' e.g returning to bad habits / addictions / past behaviors and attitudes / ways of thinking and being ... Problem of immediate benefits / freedoms/ satisfactions / pleasures / gains Vs longer term costs / suffering / restrictions ... Clearly need to 'anchor' self vividly in future at time of making decision, so that the costs become more 'real' and 'vivid' and 'compelling' than the immediate / shorter term 'advantages'...the internal 'film' of the immediate benefits / pleasures if often very vivid, compelling, attractive and short and clear...that 'hit' of pleasure from shooting up or smoking or drinking or otherwise consuming some legal or illegal drug, or even excess / unhealthy food or drink, the 'thrill' of an exciting but dangerous / illegal activity, the ecstasy of orgasm, are all immediate, and experiences as clear, concrete, attractive 'goods'. They are thus very compelling. Many animals will continue mating despite the huge risks involved. For during mating predators have the distinct advantage of their prey that is otherwise completely engaged, attending, focused on the sexual pleasure and anticipated pleasure. This may even account for some instances of rape. Romeo and Juliet were willing to risk, and even endure, death, to satisfy their 'romantic' urges / impulses / desires.

It is very hard to compete with the immediacy and 'vivid' reality of the short-term or immediate benefits. They are presented in the mind with the greatest clarity, vividness, etc and so appear as real as anything...in fact most people feel most 'real' and 'alive', that 'reality' is most 'real', when they are experiencing the most thrilling, pleasurable sensations / representations e.g carrying out acts of extreme danger, sexual acts, or taking drugs which just happen to be , or are designed in labs to be, analogs of the means by which our brains 'represent' other 'natural' impressions e.g these compounds either occur naturally, and just happen to be analogs to the substances produced in the brain which are 'decoded' i.e 'represented' as ecstasy, calm, peace, joy, pleasure, sense of achievement, sense of acceptance and approval, love, excitement, thrill etc...or these compounds have been engineered in labs to mimic the same naturally occurring compounds produced in nature, or in and by the brain and other body organs themselves...so that it is possible to bypass the need for the 'external' source / impression / experience which 'naturally' stimulates the body and brain to produce these compounds, which the receptors for them in the brain 'represent', in our experience, as pleasure, thrill, excitement, love, peace, joy, etc...

So most people feel most 'real' and 'alive', that their experience is 'real', when experiencing the representations of 'pleasure' and 'excitement'. Each person requires a different level of external stimulation, or its analog in drugs, to feel 'real' and 'calm' and 'alert' and 'content', even 'happy' and 'satisfied', and 'balanced'.

So we can see the distinct disadvantage the longer term consequences / outcomes / externalities face compared to immediate perceived benefits.

So people engage in all sorts of behaviors that have longer term costs, often deadly, costs. The short term 'relief' of a drug of its withdrawal symptoms is more compelling, when deciding to use or not to use, than the longer term costs of avoiding 'the wagon', and continuing the addiction, and facing the even more extreme costs of later attempts to do so.

This is partly innate. The immediate need to feed, to survive, and reproduce, being, for the organism and species, the prime directives.

Interestingly, this can account for 'habituation' effects i.e the marginal benefits of any source of pleasure tend to decrease...the first times you have sex produce a much greater 'hit' of pleasure, the first cup of coffee, the first cigarettes, the first drink of alcohol or 'hit' of cocaine / heroine / crack / speed etc than the later ones...after 'excessive' use or sex with the same partner, having, statistically and in the natural state, after a few months of sex, at most a few years, reproduced yourself, the 'species survival drive' has been satisfied...in the same way as the first bites of a hungry eater provide much more satisfaction than the last, especially if they are eating in the hope of satisfaction and pleasure, rather than to satiate a natural appetite for calories and nutrition...so the first potato chip is a glorious pleasure, and the last often a guilty, depressing experience, totally barren of any authentic joy, satisfaction, or pleasure...taken merely in the vain hope of enjoying the pleasure of that first potato chip...

Key to giving the 'longer term consequences' constructed mind-film a chance is to ensure you build it to become as vivid and thus 'real' as possible. To experience that constructed scenario associated i.e from the perspective of yourself, suffering the costs...and ideally from the perspective of any other sentient beings who will suffer as a result of your actions e.g other humans and animals...this is key to vegan activism, peace activism, human rights activism, animal welfare activism, and any activism that relates to future states and future costs and costs for 'others'...

If you deliberately chose to favor the longer term costs over the immediate and shorter term benefits, you can make it easier to 'give up' that bad habit, by dissociating when you consider the benefits i.e imagine doing the immediately desired, satisfying, or relieving, action / behavior. To make the pleasure / relief less vivid, and thus less 'real'. This re-balances the scales between the vividness and 'realness' of the costs vs the benefits, and gives your willpower a chance to tip the balance in favor of your longer term health, welfare, wellbeing, in every sense...

Of course the challenge is made even greater by the experts who earn fortunes for tricking you into focusing on, often imaginary, totally constructed by the experts, immediate benefits of consuming some product, or engaging in some activity. The biggest drug pushers are the advertising agencies that 'push' the 'hardest' and most dangerous, most expensive to the individual and society in terms of short and long term costs, tobacco and alcohol products. They construct a constant barge of appealing, attractive, often subliminal advertising that can overwhelm any attempts at taking longer term costs into consideration when deciding to consume certain products, or acting in certain ways.

Advertisers, and other propagandists, have developed, over the millennia, a host of 'clever' tricks to get people to consume, and engage in, very self-destructive behaviors, from excess alcohol consumption, tobacco consumption, animal products consumption, junk food excessive consumption, wars, war crimes, acts of terrorism against their own people (911, Operation Sinaide, Oklahoma city bombing for example).

These advertising campaigns wage a war against the reason of their viewers...and are often targeted at the most vulnerable persons, those least able to weight the costs and benefits of their actions, such as teenagers, poor people, uneducated people, people with low self-esteem (thanks to the unrealistic role models presented to them in the mass media) etc...so tobacco today targets 12 year old girls, alcohol targets anyone with low self esteem and confidence to 'have fun' despite their natural inhibitions i.e to overcome them...promising 'a good time' and 'sex appeal' and 'success in sexual adventures' and 'success in business and life'...

Advertising tricks people into getting into debts to buy junk ... false promises of happiness, acceptance, approval, love, joy, satisfaction, security... and encourages people to satisfy any real desires immediately, rather than 'delaying gratification' until they can 'afford' it...again increasing personal debts...making people slaves to the Banksters...

Why put off a satisfaction till tomorrow, when you can 'enjoy now', and 'pay later'. Whether in terms of financial costs, health costs, the cost of national security, the cost of millions of lives. The cost to the environment. The cost to future people and future animals.

To compete with the innate impulse to immediate satisfactions, combined with those presented by manipulators called 'advertisers' and 'lobbyists', takes a lot of 'mind control'. To construct mental images that can compete, in vividness, and just as importantly, repetition (advertising works as much by constant 'discovery' and repetition e.g billboards, television, radio, product placements, new forms of 'peer' marketing, internet, product endorsements, so that the 'idea' is always 'in your face' and constantly, from moment to moment, reproduced,

reinforced, and made more 'vivid', and thus 'real' seeming...you need to become disciplined and consciously practice Zen and NLP ... to remain 'skeptical' of advertising claims, and dismiss them for the lies they are...and to construct and replay, any time you feel the impulse to commit some act that has short term benefits, but long term costs that outweigh these, very vivid, associated, 'films' of these costs playing out in the future...so that the consequences become at least as 'real', in the real time, now, here, as the promised benefits / satisfactions / pleasures...

The idea is not to avoid all pleasure and immediate satisfaction, but to have the choice of saying no or yes, fully conscious of the costs you will have to pay...Hemingway was blind to his drinking problem due to it being defined as 'normal' to drink so much among his peer group and society, but otherwise he made the point that he'd rather pay 'upfront' for his satisfactions ... the old German idea of 'If I can't afford it, I don't need it' i.e the protestant work ethic of 'delaying gratification' until AFTER you have paid for it...e.g 'earning' a rush of adrenaline by running a marathon or simply the endorphin rush of exercising, achievement e.g socially valuable achievements, success in business, social, educational, or romantic or sexual life...saving up for that new car, and then soberly deciding 'Yes', it is worth all I've already sacrificed for it...or deciding, hey, it's nice, but NOT worth that sacrifice...because you have ALREADY paid the price, you are able to more soberly calculate the relative benefit...but if you buy on credit, you don't full appreciate the cost...it is virtually 'free' at the point of sale...and only years later when the debts accumulate, and you become a debt slave, that you appreciate the price you REALLY paid for that flashy car, clothing, holiday, stereo etc...

Sadly, it is not only advertisers, but bar and nightclub owners, drug dealers of all kinds, who prey on people when they are least able to reason clearly, i.e when they are already drunk, high, desperate for sex / companionship / success / acceptance / approval / self-esteem / fun i.e despairing, low, hopeless, sad, depressed, lonely, failing...that they 'push' their drug as the solution...in fact poor people are the targets of credit companies, who prey on their need at the time...bar owners sell more alcohol to people already drunk than to sober people...pimps prey on drunken, horny men who might otherwise consider , when sober, the risks of HIV, STDs, or of being 'rolled' excessive compared to those few moments of orgasmic pleasure...drug addicts offer 'relief' to the withdrawal symptoms of tobacco addicts, alcohol addicts, heroine addicts, speed addicts etc...in fact it is almost impossible for a smoker, determined to endure the 'withdrawal symptoms' to avoid the barrage of scientifically constructed propaganda targeted at keeping them as 'users'...the same goes for alcohol...until the advertising of both these products is banned, we as a society will continue to pay the HUGE social costs of them...as the individuals closest to the users also suffer e.g themselves, their families, their friends, whom they force

to 'passively smoke', and who suffer the mood swings, and often violence and neglect parents who are users inflict on their spouses, and children...the victims of drug related crimes like burglary, and worse, physical assaults / muggings ...

Of course to prove that it is a lie that 'Jews' have excessive power and influence over the media. Legislature, and government, 'Jews' use that power to ensure laws are put in place that fine and imprison anyone who argues that this power is real. 'Jews' prove that any such claims that anything critical of 'Jews' is censored, by censoring anything that is critical of 'Jews', and defining the very act of making this claim as 'hate speech' and thus a criminal act.

Of course advertisers, especially of alcohol and tobacco, claim that rather than increase demand for tobacco, and alcohol, they mere advertise to gain a 'market share' of an already 'natural' and 'pre-existing' (predating their advertising campaigns) market demand. So they define their attempts to get new addicts as merely attracting existing addicts to their particular brand i.e 'branding'.

Of course every capitalist will refer to Adam Smith when it comes to regulating their products and markets, while conveniently overlooking the key points Adam Smith himself made about the NECESSITY of regulating free markets to ensure conspiracies, collaboration etc between business people, against the interests of the public, against the public good...the NECESSITY of always and everywhere being skeptical of the claims of businesspeople as to misrepresenting their own, narrow vested interests as 'public interests' and their own personal profit and 'good' as 'the public good'...in fact of being continually highly suspicious of any plans they promote, and any activities they engage in...as they have a natural shared interest which they will at every opportunity conspire to act on...in the lobbying of governments and officials, by secret trade agreements, with a view to profiting at the expense of the general public welfare and wellbeing...while using their shared power to ensure the public are 'duped' by their claims, and never made aware of any collaboration/ conspiracies among themselves...focusing the mass media upon any attempts by the mass of labor to organise and seek their collective self-interests, and demonise it as against the public interests...and lobbying of governments to enforce the self-interests of the business people through the use of state violence e.g police and army, and law courts... so that business people, can conspire in ways that harm the public interests, and the interests of their customers and clients.

N.B all habits have withdrawal symptoms...if you decide to quit, you only suffer them ONCE ... if you don't, you will probably run out of money, or a supplier, or end up in prison, and either way, end up going through withdrawal symptoms at multiple times, places, and in situations and conditions not of your own choosing, not under your control, and thus repeatedly suffer worse than you could chose to suffer this once, at the time, place, and under the most suitable /

convenient / optimal conditions...at a much lower cost in terms of suffering, and all the collateral damage done to you and others of drug addiction, or other habits that threatened your own, and others, wellbeing, even lives. E.G drink driving. Speeding. Dangerous driving. Unprotected casual sex. Compulsive eating, or shopping. Pedophilia. Lust for power (politicians and lobbyists and wars etc).

Bandler recommends what I always do naturally, I add up the long term costs i.e I don't think of 'one cup of coffee will cost me this much', but 10 years, at one cup a day will cost me this many THOUSANDS of dollars. The same with bus fares, telephone calls, internet, haircuts. And so I calculate the REAL long term costs. Most people say, 'oh, it's only 1 dollar', each of the thousands of times they repeat that decision. 'It's just one more beer, one more pack of chips, one more cigarette etc.

If you look at it as just, Oh, well, I'm feeling a little anxiety, if I eat a little chocolate cake I'll feel better, that might not help. But if you make it not one piece but a thousand pieces of cake, and you feel yourself ballooning up and people laughing at you everywhere you go because you're so overweight, that will help you feel differently. If you imagine being depressed every night and being lonely and miserable, having regrets about everything you've eaten in your whole life, and dieting and losing weight, and gaining it and losing weight, and gaining it-and then you decide: Should I eat this one piece of cake? The answer will be different if you say, Oh, well, it'll make me feel better for five minutes versus, and Will it make me feel better for the rest of my life?

N.B operators of poker machines, and bars, both take advantage of people ALREADY drunk, and unable to make good decisions. In fact serve FREE drinks, or 'First drink free', or 'Happy hour' for first hour, to get them in state of mind in which they are likely to make bad decisions e.g keep gambling...gamblers end up in 'zone' i.e 'trance' state...need to decide while still sober, how many drinks, and how many dollars, going to gamble...should make it a law to have people decide while sober, buy a 'credit' card with that much on it, for use for that purpose e.g entitles them to this many drinks, this many gambling tokens, and then that is it...the limit is reached and they must be refused service...of course clubs and bars and casinos would HATE such laws...so you need a reliable, sober person to say 'enough is enough', 'that's it'...

You can model your own, or other people's, good decisions, by eliciting / noting all the modalities and sub-modalities that helped them e.g give up drinking, smoking, overeating, dangerous activities, overspending, getting into bad situations, getting out of bad relationships, avoiding bad relationships etc...how did they finally 'break the habit' and change their behavior, and stick to it?

N.B Bandler was quite obese / overweight, though claims to have secret to breaking bad habit of overeating?

Failure at breaking any bad habit can produce the limiting belief that breaking any bad habit is impossible, for them. So need to give history of successes. Find own successes, or imagine them, and imagine future after success, all vividly, to trick mind into 'experiencing' them as real.

Creative thinking will allow you to identify many successes e.g every time you feel urge to do X, or Y, and you don't, you have proven your ability to control your impulses urges, and you can employ that same self control to stop smoking, overeating etc...e.g every time you feel like screaming at someone, telling your boss off, hitting someone when you are mad, telling someone what you really think of them, but don't...because of the consequences...what do you do THEN? What stops you? How do you succeed in self-discipline at THOSE times? What are the modalities and sub-modalities of these decisions NOT to fall prey to an urge / impulse / desire? E.g you don't rape every woman or man you fancy, do you? Or steal everything you want? Or attack people you despise? Or tell everyone what you REALLY think of them, and would LOVE to tell them? do you? These are all proof of your ability to control your own mind, and reject impulses / desires based on what? Find out that WHAT, and apply it in typical NLP fashion to the habit you are having trouble with right now.

Notice the submodalities. The picture is in a certain place. It's a certain size, a certain distance. It's got sound, maybe a voice that says, You better not do this! It comes from a certain place, and it builds a certain feeling that gets you to stop acting on your desires. Notice in which direction the feeling moves. Then take the image of cigarettes and stick it in that place.

Again, swish it over so you move the image into just the right place and replace it with that picture of yourself, turning down cigarettes, not picking up cigarettes, doing all the things you need to do so that you simply don't smoke. When I get people to quit, I don't have them throw their cigarettes out, I have them put their cigarettes in front of them. I have them light one and put it in the ashtray and stare at it, then mentally make sure they're able to go into the state of overcoming their desire. As bad as they feel, as hard as it is to go through the withdrawal of the nicotine, for all those cravings that are there, they have control. They look at that cigarette and they struggle with it, but they still know that they cannot act on desires.

Believing Yourself a Nonsmoker Exercise

Think of a strong belief and elicit the submodalities. Think of something you desire but you don't act upon and elicit the submodalities. Think of being in a situation where you had the option to smoke in the future. Move that image away

and pull it up in the same submodalities of something you desire but don't act upon. See yourself not acting upon it and being a happy, healthy nonsmoker from now on.

Take this image of you not acting upon the craving and being a happy, healthy nonsmoker from now on and move it off into the distance and snap it back into the sub modalities of the strong belief. Repeat steps 1-4, quickly each time.

The next thing to do is to build desire. Desire works in a specific way. If a person smokes and they think about cigarettes, their body would often say, I want them! So if you finish a meal, if you look down at a pack of cigarettes, if you see somebody else lighting a cigarette, something inside you creates desire.

In order to quit any habit, there is a way to change this desire. Let's stick with the smoking example. Stop now and make a picture of your brand of cigarettes-or what you would see if you were in a situation where you saw somebody else light up, or where you put down your fork at the dinner table and lit up-whatever it is that would trigger your wanting to smoke a cigarette.

When you look at that image and you feel that you want a cigarette, stop and make a picture of yourself not smoking. See everybody else lighting up and you're not lighting up. When you see that image, adjust it, so that you look at it and you desire that. The trouble is most people don't realize when they look at themselves going to where they want to be, they need to see themselves inside the image. They're not there yet. When you look at the things that trigger bad habits, you need to see what you'd see if you were actually there. So, instead of seeing yourself smoke, you want to see the things that make you feel like you want to smoke. Then the trick is to swap them, because what you need to do is change them around, whether you do it with size or you do it with distance. I like to do it with size to start with and make a small picture where you see yourself the way you'd like to be. Make a big picture of what triggers your wanting to smoke. Then you take the big picture of your own pack of cigarettes, or seeing other people smoke, and you simply turn it so that it turns completely and totally white, and then take the little picture and pop it up all at once so you tell your mind not this ... this! Not cigarettes ... being a nonsmoker. You keep doing this, so you take that little picture and pop it up into a big picture and replace the desire for cigarettes with the desire to be a nonsmoker. This builds the foundation.

The truth is that if you just don't smoke for three weeks, and if every time that craving comes up you put it out of your mind, it will make everything easier. It will work when you do the things that it takes to remain determined and you do the things that it takes to get through it. Getting through something isn't a one-time deal, it means that for a couple of weeks, you work to build a new habit. Then every time you get that craving feeling in your body, you stop it and you

spin it backward, then replace it with the feeling that you can control your desires.

Switching Your Craving (Swish Pattern) Exercise

Think about whatever trigger makes you crave something you want to stop. Imagine the movie starting from this point and immediately white it out. So start the craving image and immediately white it out. Replace the image immediately with an image of yourself engaging in a new behavior, looking happy and being free. This will allow you to attach the craving to the thought of you being free from the habit. 4 Repeat steps 1-3 a few times and notice yourself feeling differently about it.

We repeat some habits unconsciously, automatically, without thinking, realising we are doing them as we are in the middle of doing them.

Some habitual actions begin with a conscious craving which compels us to satisfy it by repeating that habitual action e.g taking hit, smoke, drink, snack, or whatever it is we turn to for relief from the dis-ease of the craving, or the satisfaction of the urge / impulse / desire.

Obsessive compulsive disorder is the highly dysfunctional end of the spectrum from slight desire to obsession, and an inability to NOT perform the habit, to such a degree that it interferes with a person's functioning e.g as a worker, parent, student. Of course of most interest to 'society' as those compulsions considered 'anti-social' or 'destructive' of value, of property, and of a person's own health and well-being.

Traditional quest to identify the origin / etiology of the symptom i.e insight into how the habit originally became manifest, and then established e.g psychotherapy, much less effective than NLP as the point of a habit is its RE-PRODUCTION rather than its original PRO-DUCTION. The problem isn't that it was once produced by some traumatic experience, as a response to it, often a solution to some traumatic condition / situation, or some misunderstanding, but that it has, since then, been repeatedly RE-produced by something the person continually DOES. The thing that lead to the behavior is in the past. It cannot be responsible for the constant iterations of it. The person must be doing something, actively, to reproduce that initial response. It makes no difference, to alleviating the symptom / problem i.e displacing and replacing the sub-optimal habit with more optimal habits e.g self-control in relation to satisfaction of urges / impulses / desires with an eye on the externalities for self and other, in the shorter and longer term, what the original motive / source / etiology / situation / condition was. That said, the deliberate attempts by advertisers and other propagandists to reproduce bad, destructive, sub-optimal habits e.g overconsumption of food,

drink, alcohol, war, fear, hate, are sources of bad habits and limiting beliefs that can be targeted and eliminated.

MHR ideal 'food experience' is a product with a 50-50 split, in terms of calories, between fat and sugar...a balance rarely existing in nature ... but which producers of 'addictive' foods scientifically produce, one they learned the 'secret' of why chocolate and similar products like clotted cream are so deliciously addictive.

Understanding of itself does not lead to change. Poor Socrates himself discovered this, to his own destruction. Aristotle left Athen to avoid the same consequence. Insights are illuminating, but rarely have the vivid compelling nature able to impact the 'reality' of people. Existing habits of mind produce more compelling, vivid, and thus motivating, 'realities' at an unconscious level that are consumed by the mind as 'reality' in preference to 'intellectual understanding'. Like KNOWING something is not dangerous e.g sitting in a 3D cinema, but still physically reacting to the scenarios playing out on the screen, as if they WERE dangerous. Or knowing tobacco kills and still smoking, due to the addiction and advertising. Or eating too much, spending too much, investing too much in satisfying sexual impulses etc. You can 'know' something, and be able to articulate all the reasons you should NOT do something, and yet when it comes to the point, you will be 'guided' less by this understanding than the 'vivid reality' presented in your mind of the benefits ... immediate short term pleasures...which are much more compelling, unless you have habits in place that deliberately FORCE the longer term consequences, externalities for you and other sentient beings, to appear vivid, and more REAL than the images etc of immediate gratification that automatically arise in association with thinking about doing X, consuming Y etc...

I treated a woman some years ago who came to see me with her husband. She began to tell me that she obsessively cleaned drawers. Toilet bowls. She vacuumed the carpets. She put down little plastic sheets on her carpet so that when you walked across the carpet you didn't actually step on it.

She made her husband and her twelve-year-old son strip naked in the garage, put on disposable clothing to enter the house (including slippers like a surgeon would wear) and walk through the house so that when she looked at the house, it was never ruffled. No one could sit on the living room couch; her son could go to his room, but if there was anything out of place in the room, she would scream and yell at him to the point where her husband was ready to leave.

. When you leave here, you're going to leave here with a bag of dirt, when you get home you're going to throw it on the carpet because if she can't deal with that, you're in big trouble!" She looked at me and said, "If he does that, I will go insane!" I said, "Better you go insane than your son and your husband go insane,

that's the way I think about it. You've got a problem, you've gotta learn to deal with it." I asked her to close her eyes and look at her house, then move from room to room, and from drawer to drawer, and to see it absolutely sterile. Not a bump in the carpet, not a footprint, not a piece of underwear out of place, so that it was perfect.

As I looked at her, she sat there smiling with absolute delight on her face, and I said to her, "As you look over the absolutely perfect house, I want you to realize that there is no indication of any kind that anyone lives there. In fact, a house that is this clean is a message to you that you're going to end up utterly, completely and totally alone. Your husband will leave you, your son will never talk to you, you won't have friends and, since you're such a persnickety person, you won't even be able to have a cat! You'll die one of the loneliest people on the planet. But the empty drawer will be sterile and clean."

She opened her eyes and looked at me, and a tear dropped from her eye. At that moment, I said, "Now, close your eyes again, and look at your carpet and see some footprints across it. Look in your son's room and see a piece of underwear on the floor, and realize that what this means is that you're no longer alone. The people you love are around you. Everything that's a little out of place, a magazine turned, a page crinkled, has a different meaning to it. So if you love your son, and if you love your husband, and if you love indications that they're around you, that they haven't left you forever, then this will make you happy. Take this feeling and begin to spin it. Because any feeling that's worth having is worth spinning and spinning and . . ."

I got her to think differently about her house being clean so she could see different meanings for her compulsions. Sometimes, when you get a person to see things from a different point of view, it helps them feel differently about it. I also helped her develop another quality that was absolutely essential. All of us have things we have to deal with, and we can't deal with them without determination.

It's not going to be easy for somebody who has been this compulsive about cleaning to give it up. I can get her started by pointing out that she believes it would give her comfort. Anything out of place agitated her, so like any obsessive-compulsive, she built rituals that built comfort. If it's locking the door six times and then unlocking it six times and then locking it six more times, all of these rituals are rituals to build comfort, as opposed to anxiety. Anybody who has panic attacks will understand this. Some people get them if they're in a car. Some get them if they're in open spaces. Some people get panic attacks just by stepping out of the front door of their house. All of them have little rituals they engage in it so they can function in the world. For example, they think, If I don't step on a crack on the sidewalk, then I'll be safe. So they walk funny or they hold their hands in an odd position, whatever the ritual is that builds comfort. What they fail

to realize is that it's what is in the mind that creates the discomfort. It's not the line on the sidewalk, it's the way you think about it.

These compulsions become so automated that they're as automatic as blinking when something starts to fly into your eye. **Humans are learning machines**. A lot of what we learn is extremely useful. MHR computers...non-conscious calculations, data storage and retrieval systems...pattern recognition systems...stimulus-response cybernetic systems...that we 'experience' as representations i.e 'sense' i.e 'impressions' are constructed in mind, mostly unconsciously ... though sometimes we do this deliberately i.e actively construct NEW experiences ourselves, using the parts in our not-conscious data bases to build new combinations of past experienced things i.e exchange contexts, different elements, to for e.g a Pegasus or a 'god'.

Become More Determined Exercise

1 Think about something you feel very determined about. Find out the submodalities for determination for you. Notice the feeling of determination and which way it spins in your body. (A) Stop this and think of a habit or compulsion you want to change. Find out the submodalities of it. (B) Imagine a small image of changing in the corner of this image of determination, (B) in the corner of (A). In a split second, imagine this small image growing into and replacing the bigger image so you start to see what you want to be determined to do in the same place and sub modalities of what you were determined to do. (B) replaces (A). Spin the feeling of determination faster as you think about changing. Repeat steps 1-5 a few times and notice yourself feeling more determined about changing this habit or compulsion.

MHR take the modalities and sub-modalities of a compulsion or successful campaign of determined discipline, and introject them into the wavering, weak, so far failed campaign e.g how do you stop some habits i.e control some impulses? Like not killing your father and ... or how do your role models succeed at this? i.e adopt their strategies...adapt to own situation.

Bandler, obese, suffered a stroke. So his NLP didn't work for his own overeating disorder? But luckily the first person who spoke to him, a doctor, said "Can you hear me?" I remember looking up at him and he was blurry to me as the sedatives were settling in. I said yes and he said, "No matter what anyone says to you, no matter who they are, I am telling you, you can make a full recovery."

It stuck in my mind because it wasn't more than a few days later with tubes coming out of my arms and painkillers drilling through my body-that the first person came to me and told me that I had had a stroke and that the stroke would paralyze me for the rest of my life. Then I remembered what the doctor had said to me, No matter what anyone says to you, you can make a full recovery.

The truth is, it happens all the time. Even with the worst strokes, it can't be explained why some people recover and some don't. When it happens to you, it seems overwhelming and impossible, like you will never be whole again, but this is the time to build up a big belief in what you *can* do.

There are cases of spontaneous remission, where people for no reason under the sun just get well. There are filing cabinets full of cases of spontaneous remission. I discovered the trick to what helped me to have a full physical recovery. Whether or not they decided I was never going to be able to walk again, I decided I was going to be able to walk. I would focus every fiber in my soul in being able to first move my toes and then my feet and then my knees, and then being able to stand and then being able to walk. This requires that you push yourself harder than anyone else does. This also means you have to be insulated from disappointment. Disappointment always requires adequate planning, and it's always added to if you have help from others. People look at you and say, "Don't be discouraged, don't be disappointed, don't be frustrated." The unconscious part of your mind doesn't process negation so, of course, it's like saying, "Don't think of blue." Immediately, you think of blue, so it's always useful to have a part of you that abreacts. Abreaction is about having a polarity response. The more people tell you that you can't do something, the more you want to do it. How do you build this into yourself? You build desire in the right direction.

When it's time to get yourself to stick to an exercise program, let alone a recovery program, this is the time when you want absolutely, overwhelming determination and resolve that turns itself into behavior. So the more difficult things get, the more you apply yourself. Most of the great minds I have met had this built into them when they were young.

MHR Rocky's famous 'fight harder'.

Everything I succeeded at, I had people telling me couldn't be done. It's amazing how many people were able to predict that I wouldn't be able to X and Y...

When you become fully determined, and when you only measure the degree of success that you get, you will be amazed at what's possible. The problem is that if you measure where you are not, then you say, It's time to feel failure. However, on the other hand, if you only measure what you are succeeding at, it starts to work. MHR accentuate the positive, latch on to the affirmative, eliminate the negative, don't mess with Mr in between. (old song from t.v series). Have to build up history of successes, to program not-conscious mind for expectation of success, further success, basis of optimism and motivation and achievement of 'all you can be' i.e realisation of genetic and social potential, beyond limits of existing 'limiting beliefs' you have accumulated in process of living and learning, often unconsciously i.e role models, traumatic events, repetitive social conditioning...way to escape history...

You have a little feeling in your leg, then you have more feeling. If you figure out how much better you are today than you were yesterday, and you keep doing it each day, then little by little, you push yourself through whatever experience you're going through. The truth is that if you're going down one long road and you make just the smallest turn, you actually get further from where you would have been. Two weeks down the road you are in a completely different state than you would have been in if you had kept going straight.

The way you get through things is by building resolve. I know that you, at some time, have resolved to do something that seemed impossible. When kids learn to ride a bicycle, it seems they will never be able to do it. Then, mysteriously, they learn balance. They use training wheels, whatever it takes. Eventually, all of these things are put into the behavior of riding a bike. Whether it's learning to play an instrument, learning to write with a pencil, or learning to type on a keyboard, all of us have been determined because we have wanted something so bad that we were able to get through that stage where it was awkward and find the resolve that kept us doing it until we got where we wanted to go.

If you go back in your memory and find this powerful example where you were resolved, this is the beginning. It may be back in your childhood. If you think about something and think about what it was like at the time-see what you saw when you were there, hear what you heard, and feel what you felt-you'll be able to bring back the feeling of resolve. If you remember struggling through it and failing at it and getting back on and doing it again until you succeeded, it will help you gready. This is an important part of learning. All children do it. They stand up and they fall down. They stand up and they fall down, but they keep standing up till they get to the part where they can walk, where they can run. That ability doesn't disappear because you have a stroke or because you are older. Having resolve is what gets you through the really hard stuff

MHR so anyone who learned to walk, etc, has a reference model, a history of success to build on...just have to realise it, and expand / build it up...

Resolve to Recover Exercise

1 Imagine yourself fully recovered. See what you would see, hear what you'd hear, feel how good you would feel. Really imagine it vividly. Recall any bad suggestion that anyone gave you about not recovering and hear them say it in a voice that you do not trust or believe. Promise yourself in a certain tone of voice that you will recover fully. Remember all the times you got through tough situations and you were a better person as a result of it. Remember how it felt to be determined enough to get through anything. See what you saw, hear what you heard, feel what you felt. Spin this feeling as you promise yourself again with this determined feeling and imagine yourself getting through it, recovering, and each time you feel like giving up spinning this feeling even stronger. Imagine yourself

continually focused on getting better and enjoying the challenge of recovering and dealing with the tough times and situations with this spinning feeling of determination and resolve.

There are times when we no longer have the will to go on. When all we feel like doing is resigning to fate and giving up.

Key to 'resolve' is key to Zen...to realise it is a practice...a set of habits...not something you can 'master' and 'perfect'...the point is you WILL fall back into bad habits, of mind, of behavior...you will hate, envy, desire, lust, self-loathe, fall off the wagon, give in, give up in moments of desperation...but if you PRACTISE Zen, then the moment you REALISE you have / are doing any of these things, you will also have control returned to you...because the fact of you realising you have 'fallen by the way' is proof that you are in charge...because Zen is about practicing zen, not achieving some state of perfection from which you could never fall again...it is a practice...a habit...a process...not a thing, an idol, an object... NLP is very Zen...it is a practice...you practice and repeat all these exercises of Bandler's as the situation applies...like the Zen practitioner who suddenly realises their mind has wandered to and is obsessing over, some past regret, guilt, failure, pain etc, or wandered into negative and fearful speculations about the future...and thus realising they have 'strayed from the path', returns back to it with deliberate resolve...applying meditation etc...

Zen assumes you WILL, at least now and then, 'fall back into bad habits'. Zen does not promise you a 'final cure'. It is a process. An active process you apply to your life, to continually bring you back here, now. Attending to the here and now. Enjoying the here and now to the full.

You WILL fall off the wagon. Break the diet. Do something 'stupid' you didn't want to do. Fall victim to an urge or impulse. None of us are infallible. We are not literally programmed machines. And even the best programs have 'bugs' and 'errors'. But as cybernetic systems we have 'routines' in place to 'correct' them, and move back onto the 'correct' path. This is how A.I robots operate. Cybernetic feedback systems. What to do to avoid falling over. But more importantly, what to do WHEN you've fallen over. You are going to fall over a lot. So you'd best acclimatize to that fact, and work out a strategy to immediately put in place when you do. Then you won't waste time crying and complaining and having negative thoughts and giving up...instead you will feel empowered by the strategy...it will be proof that you know what to do, that you are in control...you saw this coming, and planned ahead, and now you will prove your mettle by overcoming it...you will prove you are in control by responding efficaciously... as Rocky said, when life knocks you down you get up and fight harder...every kid learning to walk falls, over and over, but if focused on the end-game. 'I'm a human, and humans walk'. They focus on what they want to achieve, not on the failures. They have a

clear vivid real compelling image in their mind of the objective, and this is much more real to them than the falling over.

So plan what to do when you begin practicing Zen, and end up worrying about the future, or looking back in anger. Or when you begin a diet, and find yourself, at 2a.m, gorging on chocolate ice-cream. Or falling back into any other bad habit you have resolved to break. Because odds are you WILL find yourself in these situations. That is not a question of discipline. That is human frailty. What distinguishes successful people from 'failures' is their resolve to return to their path *after* falling. After setbacks. After 'failures'. Many luckily had role models, mentors, and life experiences that naturally implanted the optimal strategies and responses in them. They do this stuff 'naturally' and 'intuitively' and 'unconsciously'. As a matter of automatic routine and habit. Most of us didn't. We have to learn them. And practice them consciously. Be vigilant. Employ our strategies every time we fall off the wagon, stray from the path. And in fact each time we do this we strengthen our wills. We come closer to perfection. We heighten our resolve.

The trick is to look into the future and say, I am going to falloff my diet ten times, and each time I fall off it I am going to become more determined to get back on it and do it even more.

Getting On and Getting Back On Exercise

Think of something you want to be motivated and disciplined to do, for example, going on and sticking to a diet. Think of how much you want to be healthy and fit and develop your ideal body by dieting. Really imagine it in vivid detail until you feel really motivated and determined to go on this diet. Amplify the feeling by spinning it faster. Imagine yourself going on the diet as you spin this feeling. Then imagine yourself falling off it at some point in the future and spin the feeling faster as you imagine yourself getting straight back on. Imagine being on the diet and falling off and then bring the feeling of determination back again and spin it as you imagine going straight back on the diet again.

The only time you really fail, is when you give up. Failure is a process, not an event. You didn't 'fail'. You continue 'failing to try again'. It is not a fait accompli. At any moment you can pick up where you left off, and continue. It is not doing this that constitutes the fail-ing.

MHR our education systems, bankruptcy etc, all produce 'failures' by enforcing arbitrary time limits on learning a particular skill or ability or information, or achieving some goal. Take away this arbitrary time limit e.g forced 'age progression' in school, or 'due by dates' with bills etc, and you stop nominalizing 'failure' as an event that is past, over, complete, done.

We have to focus on the successes. Go back to when you were last doing well / on track / on the wagon, and continue on from there. That was L Ron Hubbard's 'Scientology' method. Not focus on the next step which was frustration, falling off, falling down, falling by the way, the test you didn't manage to pass yet, the skills you didn't acquire in the set time, under the particular conditions (espresso course great example, and 'late bloomers' and 'slow learners' etc)...

You motivate yourself by focusing on the positives of what you want, and your successes...blow these up in your mind until they are vivid and compelling and 'real' to your not-conscious mind / computer...and do the opposite with the 'bad' experiences and so-far-not-positive (traditionally called negative) outcomes...make them small, vague, blurry, very un-compelling and un-real to your not-conscious mind...so you send the right messages to your cybernetics system...what I want is THIS...go for it...get it for me...facilitate it...and it will produce all the phenomenon we call 'motivation' i.e the heart rate, physiological phenomena, etc...associated with motivation, enthusiasm, commitment, optimism, resolve, discipline... always think of yourself as a badly written book, novel, screenplay, or computer program that you CAN easily re-edit, re-write, re-do, and re-program...a blank slate ... a master computer you tell what you want...and rely on...i.e 'trance ratification' self-fulfilling prophecy belief in efficacy of not-conscious mind in producing desirable outcomes

Every failure is something that you should ignore, and every failure should mean you should try even more. The more you don't do it, the more you apply yourself! That's how all great people succeed. When I studied great athletes.

MHR what is motivating is the process, the expectation of success, more than the final objective...the feeling of being closer and closer is the most rewarding. The feeling of being headed in the right direction, and the confidence that you will get there. This is why most 'high achievers' are always moving onto their next objective even as they are completing the last...it is the process that is rewarding, more than the actual end. Thus the notion of 'the ends justify the means' is totally blown out of the water by reality. The means are all. The process is what counts. The 'ends' are illusory. Nothing 'ends'. There is no perfection except oblivion. All is flux. Experience is process.

If it feels bad to practice things, or if it feels bad to diet or exercise, then you're not doing it right. You need to go back, create a good feeling, spin it in your body and then apply the activity. The more you do it, the more you spin the feeling.

Doing an Excellent Interview

Think of a time when you felt confident and focused. See what you saw at the time, hear what you heard. Feel how confident and good you felt, and amplify the feeling by spinning it faster. Imagine yourself going to the interview and arriving

at it spinning the confident feeling, and imagine that feeling amplifying as you walk in the door and meet the interviewers. Imagine being in the interview and stand or sit as you will be in the interview. Imagine being asked each question, spin the feeling as you respond with confidence and this feeling keeps spinning. Imagine being asked a question you weren't expecting, but as you keep that feeling spinning you respond with confidence and clarity in the moment. Run right through this process over and over again and when it is time to go to the interview, you will find yourself feeling really confident about it.

Why people have trouble with exams. They study and they're calm, and then they go in and they're nervous in the tests. They can't get to the answers because the answers are associated with the calm state. So either be nervous when you study and be nervous when you take the test, or else be calm when you study and make sure you're calm when you take the test. Recreate your studying state before starting to answer the questions. Hallucinate the room etc you studied, in, and even the textbooks and notes, and then 'read' these hallucinated texts.

Getting through Exams

Before you study, organize your study so you make it similar to the kinds of circumstances you'll face in the exams. Remember a time you felt confident, excited, and superbly focused. See what you saw, hear what you heard, and feel how you felt. Amplify the feeling. As you study take time to look at particular notes you have and practice hallucinating them in different locations around the room. Do so until you can see them anywhere you put them by imaging them vividly. 4 When you go into the exam, bring about the same state of confidence, excitement, and superb focus again and spin the feeling. Begin to answer each question but imagine being back in your room and hallucinate the answers in front of you in the same way. See yourself vividly and notice the way you are smiling, breathing, standing, and moving. Move in that way.

Whatever the event is, people can make things worse or better by how they think about it in advance. Events themselves are not necessarily good or bad. Our response to them is good or bad. MHR Hamlet, 'A thing is neither good nor bad, but thinking makes it so'.

Riding at 160 and slowing to 60, feels like walking...it is all about relativity...boring things seem to take forever...but if you imagine, before cueing, the cue moving ten times slower than it is usually does, compared to this imagined time, the actually time spent waiting in line, will SEEM really small, and the time will seem to go very fast.

Speeding Up Time Exercise

Think of a situation where you would like time to go by quickly. Imagine the situation happening and whatever it is that is happening that makes it seem like time drags, then see that event happening in front of you going really slowly. Imagine everything else around you is going really quickly and flying by like in a Charlie Chaplin movie. For example, if it involves talking to someone, you will see them in the center of the movie talking really slowly while the rest of the background of the movie all runs around very quickly. Continue to see the event go slowly while everything in your peripheral vision moves really quickly. When you actually arrive and begin the event, whether it is standing in a line or talking to someone or watching something, you will find it goes by far more quickly than you expected. You can also go through this process while you are experiencing the event, and it works just as effectively.

There are also things you can do if you want time to move in the other direction. Sometimes, it's a good idea to make time move more slowly. You can do exactly the opposite and practice making some things seem fast and some things feel like they are going by far more slowly. You can also make things more funny and make things more serious. These are all distinctions that can be made with the model of submodalities because when you use the model of submodalities, you can do a lot. You can look at the things you really enjoy and the things that you have to do because they are socially required of you-and notice the differences. I remember going to parent/teacher nights for my children and listening to a second grade teacher explain to me how things were made with construction paper. It would have been very easy to pull my hair out, but that's the time when you want to be able to grab a hold of the time throttle and speed things up, so you're imaging things moving slower than they actually are. The reason things are excruciating is because people in their minds think it could be going by faster and they imagine it going by faster; when it's not, they feel the disjointed nature of it. When you realize somebody could be telling you something ten times faster than they are, then of course it seems even slower. However, if you imagined it coming out even half a syllable at a time in slow motion then they'll seem like they're going faster. The more you create disparity in time deliberately in the right direction, the more it'll work for you.

You can look at something you enjoy and amplify it. You can make it so that you not only enjoy it but also so the feelings associated with it get stronger. This can be done easily by the process of amplification. This means that you take the image of the thing you enjoy in your mind and, when you look at it and feel drawn toward it, double the size of the picture. You turn up the brightness, and you speed up the image. You adjust the sounds so the feelings get stronger.

Once they are strong enough, you literally spin them faster and you even them up so they are centered on your midline, or the middle of your body. You make it so they go all the way down to your toes and all the way up to the top of your head and down through your nose. You imagine all of this vividly. The faster you spin it, the stronger your feelings get. Then, as you do this, you pull up the thing you want to be more motivated to do, the thing you want to be fun, the thing you want to get to, and get to soon.

Making Things Fun Exercise

Think of something that you enjoy doing a lot. Notice the submodalities. Go through and amplify the feelings of enjoyment. Do this by playing around with the sub modalities and adjusting them so the feelings get stronger and more intense. Spin the feelings throughout your body and keep increasing them. Then imagine something you want to enjoy more and think of it vividly as you keep spinning the feeling faster and faster throughout your body.

Better Sex Exercise

Think of your loved one. Remember when they were at their sexiest and you felt most attracted to them. See what you saw, hear what you heard, and feel what you felt. Notice the feeling of lust and spin it right through you faster and faster. Smile at them and seduce them. Aim to make them feel as good as they possibly can. Recall every amazing experience you have had with them and spin the feelings as you are with them.

Take parenting and other personal relationships seriously, as you would any other commitment e.g business / work / education / training.

Prioritize your time, and decide how much time you will commit to e.g 'worrying' about your finances, job etc, and do not exceed that time. Devote more time to joy, happiness, love, relationships, your family, your spouse, your lover, your friend. Give each your full attention. Don't be with your kids, but mentally elsewhere, etc. Bed is for sleep or love making, not for worrying, regretting, arguing. Set aside time for these, attend to them fully during that time, then attend to the next thing you have planned / managed time for. Don't get them mixed up. Be very zen. Here. Now. And if you have to be in the past or future, then limit the time strictly. Be there, then, and then return to the here and now, and the people you are with. Don't trance out / mentally disappear..that's how car accidents etc happen...distractions...attend to the here and now and the people you are interacting with...not lost in your thoughts / distracted / zoned out / elsewhere in your thoughts ... even on phone while driving you are NOT mentally there, then...here now...at a time you are responsible for many lives, as the director of a projectile of several tonnes, travelling at high speed, and capable of a great deal of death and carnage, and long term misery. Is that telephone call

worth killing a child, a mother, a father, a family, leaving your own family without you, leaving you or others in a wheelchair for life?

When you interact with family and friends, actually be there, with them, physically and mentally...look at them, intently, pay attention, really listen and watch for body language, accessing cues etc...really listen...to them...not the voice in your own head...don't anticipate or predict...be Zen...let them speak to you... imagine your life without these people in it...alone...lonely...miserable...appreciate them, in all their imperfections...reframe the things that irritate you about them...imagine like in a movie having lost them...and longing to find the toilet seat up, or the mess in the kitchen, or the nagging about smoking or drinking, because it would mean they were still with you...now you have the perfectly tidy kitchen, the toilet seat is down, and you are alone...imagine this...it is a typical movie scenario, where a person misses someone and would give anything to be irritated by them, by their irritating behavior, for one more day...

To fully appreciate them now, before such a tragedy, or you do something stupid like break up, divorce etc, something you can't undo, use the exercise for 'falling in love', focus on all the good times, make them vivid and real and compelling, and relive them...as if happening...line them up in a row, and binge on them...till you are once more glowing with the feelings that brought you together... or to 'wean yourself' off someone you shouldn't be with e.g violent, abusive, neglecting etc, do the opposite...focus on the bad etc...

Falling More in Love Exercise

Think of your loved one. Remember the first time you felt in love with them. Imagine it like it was yesterday. See what you saw, hear what you heard, feel how good you felt. Spin the feelings of love right through your body. Think of anything that bothers you about their behavior and disassociate yourself from the behavior and memories so you see yourself in them. 4 Immediately bring up all the memories of times when you loved being with them and associate into them so you are seeing what you saw and feeling what you felt at the time. Run through all of these wonderful experiences and amplify the feeling of love and spin it throughout your body. Then look at them and notice yourself feeling like you did the first time you fell for them.

Decide to tell someone you love them e.g spouse, kids. Or give them positive feedback. Then use this exercise.

Make a Decision to Follow Through Think of a time you made a really good decision that you followed through on (A). Elicit the submodalities. Think of a decision that you want to make, for example, telling your loved ones you love them (B). Elicit the submodalities. In a quick motion send the image of the

decision you want to make (B) way out into the distance and bring it back up in the position and submodalities of the decision you followed through on (A). Repeat until you know you will make this decision and follow through on it.

Vividly imagine yourself being how you want to be, with your spouse and kids e.g more patient...imagine vividly them 'playing up', but you being very patient...role play in your mind how you want to behave / respond, the qualities you wish you always demonstrated...find role models...find examples in your own past...vividly imagine yourself possessing these traits in future interactions...spend time learning / training / practicing new skill sets / behavioral responses etc and developing new habits, new 'automatic' knee jerk responses that are constructive, positive, loving, caring, helpful, productive etc...displace behaviors / habits you don't want to possess and display with more optimal ones...the YOU you want to be...even go back into your past and re-live situations you didn't demonstrate these, but this time have yourselves being the best you you can be, and getting the outcomes you want, that you wish you had gotten back then...including the reactions from others you failed to elicit...

Become More 'Tolerant Exercise

Think of a time when you felt really tolerant and patient. Notice the feeling, which direction it spins in, and spin it throughout your whole body. Think of something you want to be more tolerant of and patient with in the future. Spin the feeling of tolerance as you imagine waiting for and doing this activity. Repeat this with different examples until you feel more tolerant about all of the experiences.

Love is also a *verb*. Love is what we *do*, so in order to get to more love, we need to do *it* more often. The actions that make love love.

Become More Motivated Exercise

Think of a big image of something that you crave or that really motivates you. Notice the submodalities. In the corner of this image, imagine a small image of

what you want to be motivated to do. In a split second, imagine this small image growing into and replacing the bigger image, so that you start to see what you want to be motivated to do in the same place and submodalities of what you craved. Repeat steps 1-3 a few times and notice yourself feeling the motivating feelings for the new behavior.

Go back and remember the last time you were at a party and you felt nervous, and notice how the feelings spin inside your body. Literally freeze them, and reverse them and have them spin in the opposite direction. Then look around the room and see who the most nervous person in the room looks like." She said,

"Me." I said, "Step inside yourself so that you can only see others. Look around the room. Pick the nervous person and then walk up and talk to her reassuringly, with jokes. Make her feel at ease, and then move on to the next one and the next one." We did this until she had gone through three people and was still feeling new feelings and spinning them in the reverse direction to her original feelings. The opposite of feeling nervous, of course, is being at ease. It's not being calm, it's about being at ease and really starting to be concerned with the well being of other people rather than being concerned about your own stomach.

The more you see, hear, and listen to other people while they talk and watch their expressions and notice whether they're at ease, the more you can spend time doing things to make them like you. The reason to do that is because the more they like you, the more likely it is they'll promote you. The more likely they are to invite you to another party. The more likely they are to introduce you to their friends. It's important for you to do things that make them feel good. The more you focus on the outside and others out there, the less you'll focus on the inside.

Being at Ease with People Exercise

Think of a time when you were at a party or social gathering. Notice the feeling of nervousness and which way it is moving. Imagine taking the feeling and reversing it so that it moves in the opposite direction. Spin it faster and faster in the opposite direction. Become aware of the nervous voice inside your head and change it so that it says whatever it says in a very relaxed voice.

Move any images you have of you being rejected or looking nervous far away in the distance and, instead, replace them with images of the people you talk to looking at you as you are feeling relaxed and at ease. Imagine going from person to person, feeling at ease and making them feel good. Imagine making them smile and feel better about themselves and enjoying the whole event.

Tips on Flirting

When you see someone you like, smile at them. Imagine yourself approaching them and feeling confident and at ease. See yourself speaking enticingly to them and then step into the movie. Imagine two different scenarios. In the first, they reject you and you walk away confidently smiling and feeling glad you didn't waste any time on them and that it's their loss. Imagine then scanning around for someone else nice. In the second, imagine them smiling back at you and accepting you and talking with you. Imagine making them smile and laugh and enjoying yourself with them.

If you are desperately alone and unhappy, then maybe it's time you stopped worrying about it and started looking for one of those other six billion people out there who are feeling the very same as you. I meet so many people who claim they want to meet somebody, but they never go out and talk to anyone. These things are contradictory. You plan what you want. You plan how to get it. You think about it practically. If you don't make contact with lots of people, then it's going to be more difficult to find that one, right person.

MHR it's a numbers game. All 'players' understand that the secret to getting laid is to approach as many women as possible, ideally without any other woman noticing / realising you are approaching so many, so they all feel 'special' i.e appeal to their ego, as irrational as it is i.e of course there are thousands of potential love matches for any individual...but people want to believe they are unique etc...someone feel cheapened...very unfair on the sex that is expected to be the 'chaser' i.e take the risks, fork out the money etc...put themselves out on the line...as if they should feel guilty...etc...the 'player' takes rejection lightly...invests little until something serious evolves...which seems to make girls more interested i.e someone too 'keen' makes them suspicious...and jealousy works in favor of the suitor i.e women compete with each other if it seems some OTHER girl wants you, they want you...at least makes them curious as to WHY other girls like you / are with you etc >>>desperation is unattractive...looks weak...reduces your value in other people's eyes i.e how you value yourself impacts their evaluation...puts too great pressure on people i.e if you appear dependent on them ...almost an act of violence on their empathy / compassion ...more casual at start is best...no pressure...no desperation...therefore won't invest so much emotionally or financially...takes pressure off everyone...stops abuse of power ... stops frustration / anger / violence spilling over as result i.e 'I bought you dinner, you'd better put out' i.e as if a transaction implicit...I paid...I performed my part of tacit agreement, and then she reneged on hers...etc...sort of 'social contract' implicit in 'I show here a good time, she shows me a good time' i.e quid pro quo...how many guys love spending huge amounts on dinner and dancing, and wouldn't rather be home watching t.v relaxing?

Tips on Flirting

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rather than on having them like you. The better they feel around you, the more they will want to spend time with you. Meet as many people as you can. As Gatsby put it / F.Scott Fitzgerald 'Make others feel like they have made the best possible impression on YOU that they could dream of'. This feeling is addictive. Your approval and acceptance, and rapport, become their supply of 'feeling good', and so they'll want to keep you around. But never appear desperate, clingy, demanding, stalker-ish, or put yourself down...false modesty just makes your approval / acceptance of less value to them...focus on THEM...boosting THEM...don't put yourself down in any way...accept any praise genuinely...find something to praise them for, that is genuine, and not fake, so they can easily accept it as genuine e.g if they really have great taste, if their hair looks great, anything that is real and not faked...once you fake it, you lose rapport...you need to mirror and lead...rapport...

People never wait to procrastinate. Again, we have another paradox. Since people don't wait to procrastinate, everybody reading this book can do some things immediately and can put others things off forever. Some people put off taking a vacation forever. As I already mentioned, some put off telling their children that they love them. They wait until they are too grown. In order to end this cycle and get to the task in hand, we need to learn about how motivation works.

Spinning feelings isn't just something I made up, it is something I found client's doing. i.e client actually put hand on stomach and span one direction for something motivating i.e cooking and eating a meal, and other way for something he kept putting off e.g learning his lines for and opera. Even spinning faster and slower, making still or moving images, of different sizes, in different locations, and spinning in different directions at different speeds... etc. When people spin feelings faster and faster, of course their feelings get stronger and stronger, as long as they keep the ideas in their mind.

Changing Your Feelings About Something (Visual Squash)

Think of something you feel motivated to do. Notice the submodalities (A). Think of something that makes you want to be motivated to do but you have struggled with. Notice the submodalities (B). Take the image of what you want to be motivated to do (B) and send it off in the distance and back up into the position and submodalities of something you feel motivated to do (A). 4 Again, make an image of you struggling to do the activity or task in your mind and imagine it in your left hand. Imagine associating a color and a shape with it. Make it a still image (C). In your right hand, think of you completing it and feeling really good

about it. Give that a color and a shape. Make it a still image (D). Crank up this positive, good feeling, and imagine the color and shape in your right hand getting bigger and stronger and more powerful. Turn up the feeling more and more until it's really intense. Imagine between both hands are the different images of the different steps that need to be taken in order for you to go from the (C) image of you struggling to the (D) image of you enjoying the activity. Take the image in the left hand and right hand and all the images in between and smack them together, filling the old feeling in the left hand with the positive feeling in the right hand so all of the images come together. Put your hands on your chest and imagine all of the feelings inside your body.

If you can take the image of what produces intense desire in you, and you move the image of you doing taxes into that place, then you will start to feel like doing them. It really is that simple. You have an incredible ability inside your head to manifest the kinds of feelings you need when you need them.

Getting to Your Taxes Exercise

Think of a big image of something you absolutely love doing and just the thought of it makes you drool with desire. Notice the submodalities. Imagine a small image of you doing your taxes in the center of this image. In a split second, imagine this small image growing into and replacing the bigger image so that you start to see yourself doing taxes in the same place and submodalities of what you drooled with desire for. Repeat steps 1-3 a few times and notice yourself feeling the motivating feelings when you think about doing your taxes.

People often motivate themselves through anxiety. They wait until the fear of something compels them to, e.g write their essay / study for exam, at the last minute i.e use fear to motivate. Better to fear failure at start of term, and work hard at start, then relax before exams, having done all you can do already. You are going to experience stress either way, so better to get it over with, rather than put it off. i.e Delaying gratification but bringing anxiety / fear forward. Pay now, enjoy later. Vs enjoy now, and pay later. Anticipation is all, so you suffer more by putting something off i.e all the time you spend worrying about it ...when getting it over with leaves you free of it.

Motivate yourself by placing pleasure in front of self, rather than fear / anxiety...put that behind you i.e the work...

It's as simple as seeing yourself doing something and then watching yourself do it happily and successfully and then stepping inside the picture so you have the feelings. You can then spin them faster and faster and get on to it.

Getting to Study Exercise

Imagine something you are really motivated to do and create the feeling and spin it inside you to intensify it. Imagine yourself studying and doing really well in the exams. Spin the feeling of motivation faster and faster as you think about studying and doing exams. 4 Think about not having enough time to study and spin the urgency. 5 Think about studying again and doing well in the exams as you spin the urgency and feeling of motivation faster and faster.

The point is you are drawn to the good feeling of success, and practice, study, write etc not out of fear of failure, but joy in the anticipated success.

Somebody who claims to me they have no discipline gets up every morning and showers and shaves. That's just contradictory to me.

You need to build propulsion systems, so the more you don't do something, the more unpleasant it becomes, and the more you start to do it, the better it feels. A propulsion system simply means attaching powerfully positive feelings to doing something and attaching powerfully negative feelings to not doing something.

Getting control over which direction your feelings move is one of the best things about the sub modality model. You can change how you feel about something, so that instead of making it something you should do, it's something you really desire. MHR so you associate desire / pleasure with the activity, rather than guilt / aversion / loathing / avoidance / dislike / anxiety / fear.

Motivate Yourself with Words Exercise

Think of something you find yourself easily motivated to do. Notice the tone and rhythm of your inner voice that you use when you talk to yourself about these activities. Become aware of the different words that work best to motivate you out of the following choices: I WISH I WANT I NEED I HAVE TO I'VE GOT TO I MUST I SHOULD I CAN I AM DOING I WILL I'M GOING TO You will notice that some of these words work better for you than others and motivate you more than the others. Use the words and the tone and rhythm of the words and voice that motivates you.

If you notice the sub modalities of something you feel desire for and something you want to feel desire for, move what you want to feel desire for out into the distance and pull it back up in the submodalities of what you do desire. Then you will start to feel desire toward the new activity. This is called a **swish**

pattern. If you can use a swish pattern to build strong desires for any activity, the closer you get to that activity, the stronger your feelings get. The more you don't do it, the worse it gets. It will propel you in the right direction.

Most people try to get themselves to do things by feeling so bad that they finally do it. That doesn't work with doing things every day. People don't shave because they feel terrible. They shave because it's time to shave. They build a good habit, and they stick with it. It's not about creating great relief. It's about it feeling right. You make it so that something feels so good to do that it just feels right. That's why you just get up in the morning and brush your teeth. If you walk out of the room and realize that you haven't brushed your teeth, you just walk back in and do it. It becomes second nature. You have to go inside and make it so that the more you think about it, the more you want it. You have to make it so the more you see yourself getting on the machine and being happier, and step inside that picture, the easier it's going to be.

How to Exercise Regularly

Think of a habit you have and do every single day such as brushing your teeth or taking a shower. Notice the submodalities. Think of exercising regularly. Notice the submodalities. Think of how awful it will feel to be overweight, lazy, lethargic, and unfit. Attach this to the thought of not exercising. Think of how you will feel if you do exercise regularly and how good it will be to look great and feel great. 5 Take the image of you exercising and move it out and back into the image of you engaging in the habit that you do every day. Do this a few times quickly as you attach the good feeling. Do it until exercising feels like second nature to you.

MHR why I felt powerless, and helpless...what is confidence? What is fear? How do you become scared or confident? In one case you amplify, make as vivid, and attend and focus on, the anticipated costs / damage / pain / failure i.e vividly see yourself being hurt, defeated, crushed, humiliated, unable to defend yourself, unable to fight back, and imagine horrific injuries...so this 'reality' you are transmitting to your unconscious produces fear i.e fight or flight...but because of your conditioning i.e social stigma etc, you are paralysed i.e not seen as option to run away, and unable to fight, paralysed by fear...even running, as in nightmares, doesn't work, as you find you cannot move, or put any distance between your follower / chaser... Vs the confident bully makes a vivid impression in their mind of satisfyingly crushing and harming their victim...they assume they will 'win' the fight i.e rarely pick on anyone they imagine might fight back...someone socially isolated or physically weak...so they are motivated by the desire / pleasure of victory and harming others / imposing their wills ... they see glory / pleasure i.e their 'carrot'...while their victim is obsessing on the 'stick'... in most cases the victim has no motive to fight...it is not their agenda...there is no 'carrot' there...so to turn tables have to go back to start when fear or confidence are 'stimulated' / produced ...i.e what 'reality' data are

you constructing i.e unconscious computer computes, doesn't make value judgements...those YOU make for it...actively / habitually construction vivid images etc...effectively communicating 'reality' to your computer...it just crunches numbers, runs algorithms, based on the info / data you enter i.e via imagining different outcomes, focusing on different possible outcomes...confidence is a set of biological / physiological elements..which we can observe a.k.a cues / tells / access cues ...i.e flush of skin, moisture of hands, dilation of pupils, body posture, dryness of mouth and throat, tension in neck / tongue / jaw / face / back etc...we create self-fulfilling prophecies by the 'movies' we play in our minds BEFORE and during an experience...set ourselves up for failure or success...basically computer computes how to create the visualization, make it real...it acts as if what you imagine is real...it takes imagined realities as real as any other inputs ...so if it computes that you SHOULD be scared i.e run away, it will produce all the physiological impulses / reactions necessary to, and likely to compel you, to run e.g from a tiger or armed soldier...because you have 'spun' (literally interesting term 'spin' I thought from baseball / cricket / tennis is make ball move in different direction, but could be more what Bandler found i.e client who 'span' the internal reality faster / slower / different directions i.e client very sensitive to, conscious of this spinning)...the relatively harmless bully into a tiger...totally overestimated the REAL risks...and the REAL possibilities of self-defense...like a possum, calculated you can not defend, so best to submit, or run away, and then in future avoid i.e phobia / fear / anxiety...

MHR motivation based on expectation of success...which is based on perception that you have the resources / skills required, or can attain them...and a history of having done so...i.e successes...revisit expectations theory etc i.e previous T stuff ...this book will be fruition of all that, bring all previous together...to produce people able to reach their full positive potential, and defeat the n.w.o and any other group that seeks to enslave them, trick them, con them, bluff them...

First you chose to defy or submit, based on sober reality check. Vs irrational fears and overblown calculations i.e what enemy pretends to be and what is...what you imagine their power to be and what they are...then once decided to defy, have to start programming yourself for the confrontations, so in optimal state of alert calm anticipation, with caution Vs fear, able to take the hits, but alert to avoid most of them, and be prepared with defensive moves, and counter-moves...i.e no desire for harm, but sober, calculated responses...

I always over-exaggerated my inabilities, and my victimisers abilities, focused on the damage I might suffer (and later do to them i.e empathy)...based on life as victim of people I had no way of defending against i.e father, mother, older siblings...so imagined the damage to be suffered...imagined I could not defend myself efficaciously i.e zero experience of this potential...no desire to harm so

never bully...no logic in suffering for mere 'status'...but was never really confronted by a bully at school who was really my superior physically...just socially disempowered as 'outsider' and 'bad dresser', bad hair cuts, no money, second hand clothes, few sporting abilities...and smart / clever / bit of a loudmouth clown...could easily have defeated any and all of those I allowed to push me around...lived in fear of ...and when finally realised, felt sorry for them when saw fear in their eyes, when they encountered me without their social network of psychological support...and so never confronted them...no desire to harm anything / anyone...

Difference between mentally ill hallucination and daily hallucination is social acceptability of hallucination, whether there is a social tradition for it, whether it is dysfunctional for elites / masters and self, e.g nationalism is a hallucination, like Judaism, chosen people, religion, gods, angels, manifest destiny, fate, destiny, and of ten love, and most status goods and status positions...all positive hallucinations...these not 'mental illness'...real difference is whether you can tell difference between what you positively hallucinate i.e imagine, and what is there, or more precisely, other people hallucinate with you i.e consensual reality / social reality / subjective reality...no need for any 'objective reality' to exist at all to account for all our experiences...

Many people suffer negative hallucinations, NOT seeing what IS there, or what others consensually see ... numbing is a common form of negative hallucination, where we ignore the suffering we are inflicting on other sentient beings, from humans to farm animals. ... or when trying to convince someone of a documented fact e.g 'the holocaust' is a fake, as is manmade global warming, possibly even 'the earth is a sphere / globe'.... You can offer compelling arguments, facts, figures, and experiments, and people just do NOT / will not, can not, see them / compute them / digest them / grok them / accept them...

If you can't see how central banks.... Or how propaganda ... or how priests...or how bullies... or how marketing pros...or how spin doctors... you are experiencing negative hallucinations... you are not processing data from the 'external' world ... you are not 'entering' that data, so your computer continues to process / compute based on faulty / limited / defective / insufficient / dodgy / corrupted etc data...

Thought crimes make 'correcting' and 'revising' data a crime...ask yourself why it is a 'hate crime'...who 'hates' it?...who benefits and who pays?

Huge emotional affect triggered when you try to challenge a person's 'reality'...like a fear of going insane / mad ... our worst fear probably...fate much worse than death...have to deal with this fear...when challenging a person's current 'hallucinations' i.e 'social reality' e.g of 911, Oklahoma etc, N.W.O, holocaust...

MHR mothers milk i.e of any animal, is about the only naturally occurring 'perfect in terms of delicious', 50-50 calories from fat and sugar combination...which any food that later is constructed in same proportions will have logical appeal to us...

I was thinking what to write, fearing I'd forget it, but had to take a piss, and of course also feared the new idea / recall on milk would displace other great idea...and it did...and now I can't think what I wanted to write down so badly...I had considered continuing writing as I pissed...and didn't, and now can't recall what I wanted to write...so fucking ironic...wrote milk one first, and that displaced earlier one I feared losing...

Oh, about masturbation...shame...shame used in past to 'socialise' kids into not doing some things in public that might make others uncomfortable e.g masturbation...or embarrass them...picking nose, farting, etc...so to 'teach' that these things fine, natural, healthy, but point is 'do you want random people masturbating next to you on the bus or in the class? Maybe some you would love to watch, but as we live in a society, unless you have their prior informed consent, you have an obligation to 'do unto others as you'd have others, generally, do unto you i.e imagine cases you would NOT like someone jerking off next to you...now imagine that probably there are people who would not like to have YOU jerking off next to them, or farting, or picking their nose, or even just touching you, invading your personal space...same goes for driving a car...we have to make social rules for the general situation...that will satisfy the most people...what you do in private is NOT society's business e.g pick nose, fart, masturbate...as it has no 'externality'...(jews invented idea of social guilt i.e that if I don't stop you wanking we will all be punished etc)...it imposes no cost on another...Vs taking drugs does, if you leave your home, or are a care giver in the home, or if it increase your odds of getting a communicable disease significantly... i.e balance of private freedoms with social obligations i.e to limit negative externalities...you can give your informed consent to a risk, but those around you cannot withdraw theirs, when they have no consent i.e YOU have taken the decision out of their hands, and forced an externality upon them...maybe one or two would want to watch you masturbate, maybe many, but those who do NOT, have not been given a chance to decide...you have decided for them...so safest to assume they DON'T want you doing some things...of course those who ASK, or agree, freely, and give their informed consent e.g an orgy, etc, free you to do as you all please...

What leads to avoidance? We imagine the bad things about something, make them very vivid, compelling, real...often amplify them...or view them in ways that makes them appear overwhelming e.g how to save 100,000 dollars. If you don't break that down to 5,000 dollars per year, you will simply give up / feel hopeless / the task appears impossible and doomed to failure...chunking...break

down into achievable units...then focus on each in turn...until have a series of successes...and soon the next step is anticipated with joy, you look forward to your next achievement...and one day, a dozen or so years later, you have achieved that aim of 100,000.

Avoiding taking the necessary steps defeats you. Sabotages you. The bad feeling associated with confronting the problem stops you ever confronting with it, and dealing with it. So need to reverse the process that usually leads to this avoidance, using typical NLP strategies / exercises / practices / habits.

MHR recall Bandlers client...marriage or nothing ... i.e see no continuum of possible relationships...me...fear hurting as have no intention of kids, typical life, entertain, just avoid relationships i.e seem doomed to hurt other, disappoint, and so why invest much in something doomed to failure from start...plus high cost of investment even just in 'sex'...not worth it if it is just short term i.e have to keep repeating 'groundwork' over and over, as relationship has no hope of enduring...when in reality different women seeking different things, and might be happy with me as I am, for years even, or longer...though I don't believe that i.e my limiting belief leads to all or nothing, and thus nothing...no point going out etc if don't expect to get what looking for...so much effort / cost ... if don't believe women want me...would want me...or that without the 'follow through' to offer i.e typical what men 'pay', or naturally enjoy giving? I don't / won't...so why go through all that effort and expense, with no follow through? So I feel guilty even about girls who do appear to be very interested in me...I assume I will disappoint with my lack of 'follow through' i.e the usual resources guys offer i.e to entertain, social life, car job home children...why put woman through that ? I feel obliged to state upfront...as if not doing so is misleading them i.e I am not like other guys...problem of too much empathy and imagined power i.e fear of hurting...as if I could...fear of not trying to save world, as if I could...its one of my syndromes :D

Bandler notes that producing better order usually involves an immediate increase in chaos, as you go through the process of bringing order...order through chaos?...

You have to set aside time to do it. You have to set it up so there are incremental tasks you can actually accomplish. If you tear your closet apart and then you have to go to work and you come home and your whole house is upside down, it'll just make you crazy.

You have to do it in pieces and make sure that it fits in with your own life. You have to set aside time and decide at the end that it is going to feel wonderful and make every day easier. Then you have to look at yourself living in that universe where your closet stays clean and where you put your shoes back where they belong and see what it looks like.

You have to see whatever kind of order you want to create in your life. Then you have to back up and decide, In order to get to that place, I have to create this much chaos and it's going to take this much time, so you see yourself going through the chaos. If you don't think you look like you're enjoying the process of pulling everything out because you're thinking about the fact that you could be playing tennis or going to the beach then, of course, you're going to suffer.

However, if you look at it in steps so you break it into pieces-you have a piece that you can accomplish and you make sure that the closer you get to the end of it the better you feel-then it will be different.

Some people are too organized. There are some people who end up being clean freaks to the point that if one fork is out of place, they go ballistic. They overplan things. Whenever you overplan or underplan, you haven't really got a useful plan, so what you need to do is to be able to create a realistic plan. It is a plan that also involves you looking happy and being happy.

The trick is that you look at it so much that you desire it. You move it into the sub modalities of your strongest desire so you feel drawn toward doing it. You make sure every single piece of the plan fits within your schedule and you'll feel good when it's done.

You don't wait till you're stinking or horribly dirty before you wash. You take a shower or bath on a regular basis. You get up and you clean yourself off and you brush your teeth. It's not a struggle. It becomes a good habit. If you plan to have good habits, you will and if you don't, you won't. If you believe it's going to be hard, then it will be, and if you believe it's just the natural order of life, then it'll be easy

If you plan (vividly imagine etc) on them being difficult, they will be. If you plan on them and believe in them being easy, they get easier.

Money. You can sell more of your hours and make more money. No-one ever got rich this way. You only have 24 hours. So you can get training and education and skills so employers will be willing to pay more for each hour. You seek promotions and different positions that pay more, per hour. Or per week. If you are on a salary, it will be more per year. But unless you are a Bankster, a legal form of criminal, the most you can attain here is middle class. Which is fine for most people. Working class people like myself (well before I was black-listed and black-balled and 'banned' I could find work as a teacher) consider earning 100,000 dollars a year very successful. We consider such people 'rich'. Maybe in a perfect world very few people would ever expect to earn more than 6 time the most common wage or salary. OR to at least consume 6 times more than the most common consumer. I would never say 'average', for reasons outlines in my other books.

If you happen to feel entitled to consume much much more, say thousands of times more, than the typical consumer in your area, and to move to a 'better' zipcode, then you are going to have to find a way to get your snout into what Kurt Vonnegut called 'the money trough'. Become a lobbyist, bankster, advertiser, politician, or other form of 'social engineer' a.k.a 'con-man' a.k.a fraud, a.k.a 'legal criminal'. I explain how that works in my essays and other T books.

If you find you don't have the connections, or lack of ethics, if you aren't sociopathic enough, if you have too much empathy for the costs your own satisfactions impose of other sentient beings, you will opt to seek honest profits. Buying something, working on it, and selling it for more than you paid for it. Most businesses take the output someone else has produced, find a way to add value to it, and then sell it at a profit. These are one off profits. you get paid for each succesfful transaction. The difference between the cost of your inputs, and the price you got for your outputs, minus tax, is your profit.

Then there is what is called '**passive income**'. It means that you keep getting paid for something you have already done, *over and over*. The thing here is that often you will never get paid at all. And if you do, it may take a long time before the effort, sacrifice, and risk you took in producing the book, song, or invention, even returns the minimum wage for the hours you put into it. But then, if what you produced is desired by people, and the Jews don't prevent you selling it to them (censorship / arbitrary drug laws etc, the sky is the limit. In effect if you take the average income of everyone who attempts this, you will find it is less than the minimum wage. But because only one in a few thousand ever 'make it big', the benefits are concentrated and pooled, and go to the winner in this high stakes game. Writing a book or trying to invent something is like buying a ticking in a lottery...with the price being often years of unpaid, stressful, demanding, often risky, blood, sweat, and tears. Of course we only see the 'winners', and imagine it is much easier than it appears. So it is best only writing a book, or trying to invent something, if you really love the process. If the end has much more value to you than simply being your possible 'ticket' to wealth. That said, people buy lottery tickets simply to have a dream to dream. The dream is itself very valuable. Especially as most people who 'win big' end up miserable as a result, rather than happy.

Rent from a house you fixed up and rented out, or profit from a series of houses you are in the process of 'flipping', that is, renovating and re-selling. Profit from an honest and fair business transaction. Royalties from a book, song, music, film-script. Patent fees from an invention. The most 'passive' 'investment' you can make is in Index Funds. I explain what to do, and what not to do, when it comes to the stock market, in 'Occupied'.

Most success stories started out small, took a long time to grow, before the public became aware of them. most actually were 'pushed' by those already at the money trough. As they say, 'vitamin C', It is who you know (connections), more than what you know, or can do'.

In fact the myth of success and happiness is constantly constructed and reinforced by those at the money trough, who turn the taps on and off, and decide where the money will flow, to their own personal greatest profit and benefit...From a social point of view, very few people will ever earn more than 6 times the most common income in a community...those who sell the idea that it is desirable and possible are usually the ones profiting from that belief...want to make a fortune quickly? Write a book about how to do that. Set up a pyramid scheme. All wealth 'creation' that does not actually increase real production of goods and services of real value IS a ponsy /pyramid scheme ... see my T books.

That said, satisfaction can be earned, along with money, and self-esteem, self-realisation, by finding something you are good at, or some service other people are not offering, or doing a lousy job at, and starting small yourself, with your own side-line business. Turn a hobby into a business. Turn a talent into a trade. Try and see. Focus on the intrinsic joy of being of service to others. The joy of producing some good. Of writing. Of helping people. Get rich quick schemes of others generally only make those others rich. If what you are doing is not worth doing, in and of itself, maybe for a little extra cash, don't do it. Just doing something in the hope of excessive, unearned profits, won't make you feel good about yourself, and probably won't end up making you richer at all, in any way. So find something you love doing for the sake of it. For the intrinsic benefits. Whatever it is, you can probably earn some extra money doing it. And it could become not only second income, but your primary income. If making money is your hobby, join the bankster hucksters, they literally print it. Get your snout in the money trough and on your deathbed you'll be able to look back on all that money you 'made', literally. While producing NO real value. Probably even producing disvalue, disease, illness, death, misery, suffering, poverty, war ...

If you find your hobby becoming a business, seek the mentoring of someone who has been there and don that. Or network with others in the same position, or who are just a few steps ahead of you on their learning curve, and help each other. As Adam Smith noted, the honest business person thrives among successful business people, even competitors. Ask a retired business-person who loves the game, to advise you, to keep their feet in the water, and their hand in the game. Someone who does it for the love of it. People with skills going unused are often itching to get back in the game. To play. For it is fun to them. Trust your own instincts in the end, but seek the advice of experts for things you don't understand. Though most of them are peddling nothing more than 'transferred authority' i.e

pretending they can do stuff they cannot, or that they know something special i.e. have degree...but their 'connections' can be the most important factor...

If you sit at home and moan, "I can never do this. Nothing's gonna happen," then you'll be right.

If you believe you can, or believe you can't, either way, you will be right'.

How to Make More Money Exercise

Build a belief in yourself being wealthy. You can do this by going back to the inventory where you found the sub modalities of a strong belief. Take the thought of you becoming successfully wealthy in the near future and move it off and back up into the sub modalities of the strong belief. Do this a number of times.

Focus on making your money based upon what you know rather than something you don't know much about. Learn everything you need to know about whatever business or opportunity you are looking at. Research in depth so you are absolutely clear on everything. Find a mentor who has already succeeded in the business you are in and ask them all the questions you have about how to make it work. Always ask how you can be more valuable to the world and prepare to work more effectively than ever before.

I have lots of exceptionally rich clients who are quite miserable. People somehow believe that things are easier when you're rich, but maybe the opposite is true - with unlimited money, you have to make more decisions about what you're going to do and how you're going to keep it and how you're going to spend it. You have to be able to decide who to trust and who not to trust.

To decide on a course of action, imagine yourself years after having made the decision, looking back on your life...all the things you had to do to achieve the desired ends, and what you got from it ...good and bad...to decide if you want to end up here, and if so, you will see all the steps it took to get there, and then you will have your plan of action...your steps...sub-objectives...you will know what to do, how to get there...and can start right now, motivated, confident that each step is taking you where you want to be, that getting there will be worth the effort, sacrifice, risk, discipline etc...The more you manifest hope and excitement about the future, the more motivated you will be ... expectations theory etc...

Have more control over what your brain does. It's essential that you have more control over how you feel and so more control over what you do. If you change the way you think, it changes the way you feel, which changes the way you act.

When I started out nearly four decades ago, people were looking at things from a psychological point of view. They wanted to know why you had problems and thought if they knew the source of the problems, they'd mysteriously change somehow. The behavioral technology I created was made out of discovering how people did things successfully, how they got over things, how they got through things, how they got to things. Lessons in how to manage your thoughts, your feelings.

This isn't a philosophy. This isn't an ideology. It's not a religion. It is just a set of tools. Your brain runs all the time, and it's either going to run in the direction you want it to go or it's going to run all over the place. If you don't do things to control your thoughts and control what pictures you make, then you won't be feeling as good as you can be feeling. It's important to organize and manage your thoughts, your time, and even manage your sleep so that when you lie down at night you tell yourself that you're going to sleep easily.

Aim your thoughts and you aim your feelings and you aim your conscious and your unconscious desires in the same direction.

When you make great, big goals-whether you get to them or not-the things that happen along the way are what makes life wonderful. The people you meet, the things you accomplish, the more you don't waste time going in circles and fighting with yourself, the more you'll get to do things and try things. Some of those things are going to work out wonderfully.

Calibration: The process of learning to read another person's unconscious, non-verbal responses by observing another's behavior and the relation of their behavior with their internal response.

Congruence: When a person's beliefs, state, and behavior are all fully oriented towards securing a desired outcome.

Gustatory: Relating to the sense of taste.

Hypnosis: An application of NLP as well as a field in its own right.

Hypnosis is the process of guiding a person into a state where they have more direct access to their unconscious mind, which is where powerful changes can be made, deliberately through the use of suggestion.

Kinesthetic: Related to body sensations.

Meta Model: A model developed by Richard Bandler and John Grinder that suggests questions that enable people to specify information, clarify information, and open up and enrich the model of a person's world.

Meta Program: A learned process for sorting and organizing information and internal strategies.

Milton H. Erickson, the clinical hypnotherapist

Neuro-Linguistic Programming: An attitude, methodology, and Technology designed to help people have personal freedom in the way they think, feel, and behave.

Time lines: The way that we code time internally. Our images of the past, present, and future are represented somewhere in our immediate space. Some people represent their past to their left and future to their right. That is known as through time. Some people represent the future in front of them and the past behind them. This is known as in time. Many people have a mixture of both of these patterns.

Trance: A state commonly experienced as a result of hypnosis. It is also a state of mind that is characterized by a focus of thought. We live in many different trances depending on what our mind is absorbed in at any given moment (television, driving, eating, etc.).

Unconscious Installation: The process of installing skills, ideas, and suggestions inside a person through communicating with their unconscious mind.

Unconscious Mind: The part of your mind that is working all the time. It is what produces your dreams and regulates your bodily functions such as your heartbeat, breathing, and habitual patterns of behavior. It contains all your memories, wisdom, and perception. It runs the automatic programs of thinking and behaving and therefore is the best place to make changes permanent.

Well-Formed Outcomes: Goals that are set according to well-formed conditions. These conditions are that the goals must be positive, specific, sensory-based, ecological, and maintainable by the individual.

Strategy should be realistic, so don't doom self to failure. Accept there will be times you will feel an urge very strongly, and plan what to do instead, to displace / replace the satisfaction / relief that bad habit was a 'solution' for / provided.

‘Frogs into Princes’ (Neuro Linguistic Programming) by Richard Bandler and John Grinder. 1979. Edited by Steve Andreas entirely from audiotapes of introductory NLP training workshops conducted by Richard Bandler and John Grinder. (before they parted ways!)

Bandler and Grinder modelled the behavior of those rare few clinicians-like Virginia Satir and Milton H. Erickson—who got results to see what they DID, so others could do the same things. They then looked at how more than 100 people got over fears and studied what was common to them all. Bandler says ‘I looked at what worked, no matter how. If a few good therapists "fixed" anybody, I looked at what they actually did. When people got over problems on their own, I looked at what had happened. The result is what is now called Neuro-Linguistic Programming’.

The real beginning of all this work started when we began taking people's words as a literal description of their experience, not just a metaphor. We started communicating back as if they were literally the way they had described themselves, and we found out that was the case. When someone says "When I focus on those ideas they feel right, but I tell myself it wouldn't work," that is a literal description of their internal experience

We are a lot more willing to experiment against our intuitions than most people. **When most people have a strong intuition, they'll follow it. A lot of times when we have a strong intuition, we'll violate it to find out what will happen**—especially when we have clients that we have ongoing contact with, and can be sure of being able to deal with the consequences. **That kind of experimentation has resulted in many useful patterns and discoveries.**

We originally developed reframing by observing Virginia Satir in the context of family therapy. We have developed several other systematic models of reframing

He then taught that process, and continued interrogating it himself, tweaking it, improving it, streamlining it.. Over these decades, Bandler continued refining these steps, actions, what people DO, rather than worry about WHY and HOW it works ...end up with models of behavior anyone can copy, if they are willing to become Zen practitioners and go all Great Gatsby on their interlocutors / clients/ patients i.e become focused / attentive / sensitive to verbal and non-verbal communication of their interlocutors...to undergo 'sensitivity training' re: accessing cues, and linguistic cues (complete in therapy language useage)...

The visual squash is a visual method of integration using visual anchors. You hold out your hands and see yourself as one part here on your left, and as another part here on your right, and you watch them and listen to them. Then you slowly pull the two images together, and visually watch them merge together and then notice how that image is different. If you like it, then you do the same thing again kinesthetically, and squash the two images together with your hands. Then you pull the integrated image into your body. **We just stumbled across this. At first it sounded kind of weird, until we studied a little bit about neurology.** It's a good metaphor for what goes on in the metaphor called "neurology." And if you don't think neurology is a metaphor, you are naïve, I want to tell you! But anyway, their metaphor and our metaphor were very similar. And if you try it, it's very dramatic. It's a very powerful method.

What we've done as modelers is to figure out what the essential elements are, and what is unnecessary. Every therapy has dissociation. Every therapy has the kinds of sorting techniques we're using here, whether it's chairs or knee anchors or words. What is useful to have in every therapy is some way of doing all that: some way of sorting, some way of dissociating, some way of integrating. The names you use are wholly irrelevant, and most psychotheologies are also irrelevant. There's really nothing that different between what we did and what gestalt people do by taking people back through time. TA people do a process called "redecision." They are all very, very similar. We looked at all those different processes and tried to find out what the essential elements were, and what was extra and unnecessary. Then we streamlined it to try to find something that works systematically

MHR Often clients do things unconsciously, that the therapy is given credit for, but which is not explicitly part of the therapy, and thus never consciously / explicitly taught / modelled, and so some patients who automatically 'add' the missing links unconsciously get results, and the others, who did the same therapy,

don't, and the therapist has no idea why. The NLP modelling process discovered, by observation, what the 'extra' steps carried out by SOME therapists unconsciously, and by some patient's own unconscious, were, and described them explicitly, modelled them, so others could employ them consciously

All methods work for some people and with some problems. Most methods claim much more than they can deliver, and most theories have little relationship to the methods they describe. When I was first introduced to Neuro Linguistic Programming I was both fascinated and very skeptical. I had been heavily conditioned to believe that change is slow, and usually difficult and painful. I still have some difficulty realizing that I can usually cure a phobia or other similar long-term problem painlessly in less than an hour—even though I have done it repeatedly and seen that the results last. Everything written in this book is explicit, and can be verified quickly in your own experience. There is no hocus-pocus, and you will not be asked to take on any new beliefs. You will only be asked to suspend your own beliefs long enough to test the concepts and procedures of NLP in your own sensory experience. That won't take long; most of the statements and patterns in this book can be tested in a few minutes or a few hours. If you are skeptical, as I was, you owe it to your skepticism to check this out, and find out if the outrageous claims made in this book are valid. NLP is an explicit and powerful model of human experience and communication. Using the principles of NLP it is possible to describe any human activity in a detailed way that allows you to make many deep and lasting changes quickly and easily.

A few specific examples of things you can learn to accomplish are: (1) cure phobias and other unpleasant feeling responses in less than an hour, (2) help children and adults with "learning disabilities" (spelling and reading problems, etc.) overcome these limitations, often in less than an hour, (3) eliminate most unwanted habits—smoking, drinking, over-eating, insomnia, etc., in a few sessions, (4) make changes in the interactions of couples, families and organizations so that they function in ways that are more satisfying and productive, (5) cure many physical problems—not only most of those recognized as "psychosomatic" but also some that are not—in a few sessions. These are strong claims, and experienced NLP practitioners can back them up with solid, visible results. NLP in its present state can do a great deal, but it cannot do everything

It's the structure of experience. Period. When used systematically, it constitutes a full strategy for getting any behavioral gain. There are lots and lots of things that we cannot do. If you use it congruently you will find lots of places that it won't work. And when it doesn't work, I suggest you do something else.

The same principles can be used to study people who "unusually talented in any way, in order to determine the structure of that talent. That structure can then be

quickly taught to others to give them the foundation for that same ability. This kind of intervention results in generative change, in which people learn to generate and create new talents and behaviors for themselves and others. A side effect of such generative change is that many of the problem behaviors that would otherwise have been targets for remedial change simply disappear.

There have always been "spontaneous remissions," "miracle cures," and other sudden and puzzling changes in people's behavior, and there have always been people who somehow learned to use their abilities in exceptional ways. What is new in NLP is the ability to systematically analyze those exceptional people and experiences in such a way that they can become widely available to others. Milkmaids in England became immune to smallpox long before Jenner discovered cowpox and vaccination; now smallpox—which used to kill hundreds of thousands annually—is eliminated from human experience.

Steamship owner received a bill for \$1,000 he complained that the boilermaker had only been in the engine room for fifteen minutes, and requested an itemized bill. This is what the boilermaker sent him: For tapping with hammer: .50 For knowing where to tap: \$ 999.50 Total: \$1,000.00 What is really new in NLP is knowing exactly what to do,

MHR communication requires sharing of idea, and ratification that the sharing has occurred...this ratification provides feedback loops i.e whether message 'received' in full or not...need to learn to 'decode' the unconscious feedback listener / interlocutor's offer...do they REALLY 'grok' it?... (often unconscious) accessing cues provide additional (often much more, and of greater quality / trustworthiness) feedback to more limited, often untrustworthy (honest and self-aware) conscious linguistic feedback i.e spoken responses...

Sequence of events i.e syntax, is key to valid 'grokking' e.g MHR if arrive after X has hit Y, and thus the first thing you 'see' is Y retaliating, and X complaining of being the 'victim', you are likely to jump to wrong conclusions...and if the 'attack' made on X is unobtrusive e.g many forms of violence e.g threats and actual attacks not always obvious, form 'background' i.e 'context', and has to be brought to 'foreground' and made explicit and obvious e.g mobbing, victimisation, verbal abuse, financial violence, i.e very subtle forms of violence exist...often chronic, long term, that 'explode' in obvious, clear physical retaliation which can appear to be unprovoked ...

When therapists begin to do therapy they look for what's wrong in a content-oriented way. They want to know what the problem is so that they can help people find solutions. This is true whether they have been trained overtly or covertly, in academic institutions or in rooms with pillows on the floor. This is

even true of those who consider themselves to be "process-oriented." There's a little voice somewhere in their mind that keeps saying "The process. Look for the process." They will say "Well, I'm a process-oriented therapist. I work with the process." Somehow the process has become an event—a thing in and of itself.

MHR everything is process...we nominalise / reify processes as 'things' / 'objects' ... this is a form of / expression of our common process of idolisation ... making 'fixed' and limited idols of processes ...

There is another paradox in the field. The hugest majority of therapists believe that the way to be a good therapist is to do everything you do intuitively, which means to have an unconscious mind that does it for you. They wouldn't describe it that way because they don't like the word "unconscious" but basically they do what they do without knowing how they do it. They do it by the "seat of their pants"—that's another way to say "unconscious mind." I think being able to do things unconsciously is useful; that's a good way to do things. The same group of people, however, say that the ultimate goal of therapy is for people to have conscious understanding—insight into their own problems. So therapists are a group of people who do what they do without knowing how it works, and at the same time believe that the way to really get somewhere in life is to consciously know how things work!

We call ourselves modelers. What we essentially do is to pay very little attention to what people say they do and a great deal of attention to what they do. And then we build ourselves a model of what they do. We are not psychologists, and we're also not theologians or theoreticians. We have no idea about the "real" nature of things, and we're not particularly interested in what's "true." The function of modeling is to arrive at descriptions which are useful. MHR this often challenges 'accepted wisdom / assumptions / beliefs'...

We know that our modeling has been successful when we can systematically get the same behavioral outcome as the person we have modeled. And when we can teach somebody else to be able to get the same outcomes in a systematic way, that's an even stronger test.

Typical problem is that 'can do, and repeat, but never conscious of what doing enough to be able to break it down into skills / knowledge other people could learn from...can demonstrate, but not explain what 'intuitively' doing...the systematic process can't be expressed consciously and linguistically, so that others can 'grok' it...except by 'student' learning it equally intuitively / unconsciously... MHR my 'guides' all about making implicit / intuitive explicit and able to be copied / communicated / shared / replicated ...without the 'magic' intuition the original expert was fortunate to possess...

Transformational linguists claimed to be able to identify the 'rules' of grammar and syntax...lots of money and prestige, but failure...MHR when I explain 'phrasal syntax' so simply... i.e 'well formed' is simply reflexive...a pattern...evolved into different languages each with their own relatively arbitrary syntax, which once 'formed' 'feels' 'well-formed' if conformed to...and not if not...but these 'rules' evolve ... so no 'innate grammar rules' i.e universal 'rules'...except 'does this allow person to communicate...share information / understanding / emotions verbally / linguistically....

'Well formed in therapy' expressions ... i.e syntax, word sequence, expressing 'full' meaning the person attempting to express (or unconscious suppress)...

MHR Once 'learn' something if 'feels' intuitive i.e forget HOW learned ... or unconscious of how 'learned' i.e long term conditioning of experience ... and natural talents for empathy, observation, Zen practitioner... reason by religion and ideological 'beliefs' are so powerful and feel so 'natural' and 'intuitive' and 'self-evident'...we didn't pay attention to how they were 'implanted' by experience...both random and deliberate efforts by 'educators' from family, to formal schooling, to mass media, to friends...sensitivity training makes you more aware of things would otherwise have overlooked, not paid attention to ... e.g violence of sexist / racist etc language...impacts of own actions and words on others...even health effects of smoking / drinking etc...TROONATNOOR a form of full spectrum sensitivity training a-la 'Zen' practitioner training...Humean skepticism training...critical reasoning...most importantly in learning how to identify assumptions, and then learning how to de-construct the levels of composition of any 'assumption' i.e 'belief'... and giving emotional courage to do so i.e motivations...explain consequences of not facing these emotionally challenging renovations ... like soldier at front fearful of facing the enemy is offered dishonorable death of themselves, and punishment of their families, as the even worse and clear and immediate threat / fear ... though so hard due to full spectrum propaganda e.g 'noble lies' and stubbornness of people / resistance to admitting wrong...denial ... self-deception...constant reinforcement of lies / propaganda ... rewards and punishments for straying from 'orthodoxy'...and typical ploy of the beneficiary classes to constantly provide 'false friends' and 'controlled opposition' to fill any potential niches for truth, with a different lie, and thus ensure everyone deluded as to TROONATNOOR...

Most skills consciously learned, later become automatic / unconscious / muscle memory ... often at this stage forget HOW learned i.e steps, and thus the best practitioner, especially for whom it came so 'naturally' and to whom it is so 'intuitive', has no way to teach it to others without these gifts / natural talents...so is often worst teacher, though most popular because people associate success of teacher / trainer with efficacy of transfer of skills / knowledge...like being in their presence will let it 'rub off' on them... whereas the best teacher is

the one who is conscious of HOW they learned, remembers the false-steps they took, the mis-understandings etc, and can formulate a means of sharing their newly gained skills / insights / abilities explicitly...is CONSCIOUS of the series of actions e.g throwing a javelin, that are required, rather than just being about to DO it... and actually feeling it to be 'easy'...and when students fail, blame them...they just are not 'naturals'...'this stuff can't be taught'...when in fact a great modeler can observe, and interrogate the 'expert' openly and covertly, asking questions, and interrogating actively...pushing hard for answers, helping expert work out HOW they do what they do...observing...breaking down process expert intuitively employs...revealing to expert themselves what they are doing, when, in which sequence...often surprising 'expert' and providing 'expert' with as much insight as the modeler and future students of their models will gain...and thus offering chance at improvement in expert as well...

Muscle memory examples include driving a car, riding a bike, playing an instrument, learning a martial art or sport...lucky people began developing the skills from early age, and have no real memory of the steps involved...appear to appear fully competent at some point, and call it 'intuition' and 'talent'...though people have different potential for 'learning' different skills, it is more about 'exposure' to the 'right' learning situations / conditions at the right time in the right frame of mind e.g playing with parents and friends, exposure to 'talented' people who passed on tips, consciously and explicitly, or unconsciously by unconscious modelling of their behaviors e.g golf swing of dad, empathetic listening skills of mother, etc...

MHR point is that 'talent' and 'intuition' are much more widespread than most people's experience have allowed to 'blossom'...so person who has limiting belief that 'I'm not good at sport', or 'I'm not smart', or 'I can't make friends' etc, is victim of limited exposure to right conditions / situations / 'trainers'/teachers / mentors...so most people have a huge untapped potential...

MHR language is great example of what I wrote about in my first University essays about functionalism and interactionism...via interactions language, or any other social organisation, emerges, and over time becomes 'institutionalised' as a particular formal grammar / institution i.e institutionalized set of interactions...arriving on the scene after the institutionalization has already occurred, it appears that institutions / grammar exist to serve a purpose, rather than having evolved out of interactions...and still being a process...i.e avoids notion of functionalism i.e form follows function, when in fact other way around...function follows form...i.e grammar emerges, is flexible, will continue to evolve...like any other institution ... so grammarians like Chomsky worshipping idols i.e 'innate grammar centers in brain'...SOME sort of syntax will emerge, and become codified / formalized ... many DIFFERENT forms have done, and will do...the form they take will depend on their intended

functions...many different syntax forms will serve same function...some more elegant, ... etc...but more about power politics ... i.e syntax imposed, like any other institution, on 'conquered' and 'occupied' peoples...

MHR All we do in order to understand whether our description is an adequate model for what we are doing is to find out whether it works or not i.e 'heuristics' key to Bandler's approach i.e like Hume...does it work? Reliably? And like Hume and Zen, don't pretend to 'know' things we can't possibly know i.e pretend we know...like Fuakoka...human mind so limited...pretending to 'know' things, then arguing about who's 'knowledge' e.g theory / assumptions e.g of cause and effect are 'right' and 'true' is silly...usually theories overthrown over time...'facts' change...official institutionalized ideas evolve / change / are replaced / displaced ... like the 'institutions' in concrete which reflected them i.e were reflexive of them...

Key to rapport / trust / mirroring and leading, is to observe main representative system client using e.g words / expressions like 'heavy', 'weight', 'burden', 'broken', 'rough', 'I feel', 'gut wrenching', 'dragging', 'I can't seem to get a grip on...' / come to grips with / get a handle on', 'Things are going at all smoothly'... indicate kinesthetic dominant Vs 'I see...', 'gloomy', 'dark', 'I can't see'..., 'it all LOOKS bleak, dark, pointless, empty, hopeless', 'I can't see any future...' indicates visual dominant Vs 'I'm hearing ...', 'sounds terrible', 'the voices in my head', 'people say'. 'that rings a bell', 'that sounds about right', 'I hear what you're saying', 'doesn't sound good', indicates Auditory... Over time become sensitive to this language to the point that you can intuitively respond, automatically, without consciously focusing on it deliberately ... So begin behaving like the best model therapists ... what THEY do, mostly unconsciously, that brings the results THEY get / got...i.e development of rapport / trust required to start effective positive intervention / interaction with client...

'Hacks' respond to visual client with 'I *hear* you', and thus fail *see* things from their clients perspective and thus fail to gain initial rapport / trust ... i.e mismatch language ... attempt to impose their own dominant representative system on client...assume this is shared...thus fail to communicate effectively...like using different language ... language of visual Vs client's language of kinesthetic...

Virginia Satir, Bandler and Grinder discovered, by observing her, and comparing her efficacious behavior with other unsuccessful therapists, MATCHED her client's representative system, whereas the others did not.

When psychologists compared rat and human behavior in mazes, one stunning observation was made...after the incentives i.e cheese, and money respectively, were removed from the maze, the human motivation to continue looking for the 'rewards' continued long after the rat's, after these were removed from the

maze...MHR shows power of early conditioning for 'rewards' from authority figures long after these are clearly no longer present...

Most therapists / people continue doing same old thing, trying harder, doing it longer, repeating it more often, rather than seeking a DIFFERENT approach i.e 'trying something else'. Blame clients for being 'resistant' MHR or 'hostile', like others blame 'conditions', 'circumstances', some other 'scapegoat' ... rather than admitting they should try something new...the 'old' simply isn't working...not a question of trying harder, client's not co-operating, reality no co-operating with you...your approach is wrong...needs to be changed...e.g voting in elections clearly has NO impact on policies...but people still go back and repeat same shit every 4 years, imagining 'this time will be different' ...

In linguistics there's a distinction called nominalization. Nominalization is where you take a process and you describe it as if it's an event or a thing. In this way you utterly confuse those around you, and yourself—unless you remember that it is a representation rather than experience.

Bandler says that the beginning for NLP was really this recognition i.e of representation systems, and failure of most therapists to consciously or intuitively MATCH their client's use of language / representation system/s.

Predicates are verbs, adverbs, and adjectives...each representational system has its own predicates... e.g see, hear, feel, and ways of seeing, hearing, and feeling i.e words describing the actions of seeing, hearing, and feeling, and the things seen, heard, and felt.

To ACCESS the MEANING of any arbitrary but institutionalized utterances e.g the word 'comfortable' in the question 'Are you comfortable?', you have to employ your representational system...to answer the question...you do this automatically / unconsciously...client will do this...talented therapist intuitively notes the representative system being employed and adapts the same sort of language / analogies / metaphors as the client...others can learn to increase their sensitivity by paying conscious attention the language used, and then employing CONGRUENT i.e MATCHED language. The utterance 'will lead to some people recalling an instance where they *'felt'* comfortable, i.e a bodily feeling, others will recall *hearing* the sound of a bubbling brook / flowing water/ the sound of a breeze in the trees, others will recall a *visual* image of a time and place they were comfortable e.g see a soft, luxuriously padded bed, self sitting in armchair with book in front of fire or in the sunshine, or laying on beach in warm sunshine etc...

MHR The utterance 'comfortable' will be associated with sets of images, sounds, and feelings in each person, with one representational system usually dominant. 'Transderivational search' is the mental process by which an utterance is ascribed

meaning, by association with some memory. If you speak English. Otherwise it is just a meaningless utterance. A vocalization no different to any other animal makes. But the utterance can become associated with some visual, audio, or kinesthetic impression, and thus 'learned'. In the same way small children 'pick up' language, and syntax. First individual words, then phrases, from which a 'syntax' soon becomes apparent, and soon 'feels' natural. This is the 'feeling' that language learners need to find, and will find, if allowed to learn language naturally, by association of utterances with nouns, verbs, adjectives, adverbs, and common phrases. The 'syntax' implicit in a phrase or sentence will be reproduced by mimicry. Some people will only ever learn to mimic sentences they have heard, and will not become poets, wordsmiths, writers. Others have a natural affinity / talent for intuiting the structure of language, and confidently go on to 'invent' / 'coin' new words, phrases, and sentences, that follow the same 'grammatical' / 'syntactical' structure ...

Words are association triggers...at first conscious, then later a mix of conscious searching, and unconscious and automatic association...stimulus response...the word stimulates a response i.e the 'imagining' of some object, place, action, person, along with descriptive details...

When language is first emerging, and later evolving, there will be words for the things people have a need or desire to 'speak' about ... human perception of colors, pitches, sound pressure levels, brightness, temperature etc will determine how many 'distinctions' will be made, and thus encoded into 'language'. First plants, then some are trees, then each 'type' of tree receives its own name, to distinguish it from other 'types' of tree, as the uses for 'trees' become more varied and precise. E.g as firewood, nuts, berries, fruit, and then different types of building wood, then different types of furniture wood, and different 'aesthetic' qualities ...

Language first relates to seen, felt, heard objects and subjects. Then later it 'invents' unseen, unheard, non-physical 'ideal' objects like 'forces' which are experienced indirectly e.g heat, cold, and then (or maybe even at the start of a language), things that exist only in the thinkers thoughts / mind e.g ghosts, spirits, and gods. Later this extends to 'notions' and 'theoretical objects / forces'. Relationship words appear to 'relate' things to each other early on e.g 'on top of', 'distance', etc...

A carpenter will have more words for 'wood' than the average person. An Eskimo or ski-ing enthusiast will have more words for 'snow' than the average person. There are a huge number of possible 'qualities' that can be categorized in the world. Based on our ability to perceive differences in these qualities. Such as loudness, pitch, brightness, color, temperature. We see a maximum of 24 frames

per minute, and ‘blur’ images if they move ‘faster’ than we ‘sample’ them in space and time. Below and above certain frequencies and SPL, we hear no change. We can only ‘see’ a limited bandwidth of the electromagnetic spectrum. We can ‘measure’ some things only using specialized equipment that extends in reality, or theory, our ability to ‘perceive’ beyond the limits of our 5 senses. The differences in ‘qualities’ of different types of snow or wood are important only to some people, whereas to others there are just ‘trees’ and ‘wood’, and ‘snow’. An interior decorator is more ‘attuned’ to color differences than a coal miner. They have undergone different ‘sensitivity training’ by life, and formal education. They will make much finer distinctions between ‘shades’ of green or blue than most of us ever would. They have a much larger ‘vocabulary’ to associate with these fine differences of ‘hue’, ‘shade’, brightness, and so on.

Primary and secondary representation. Some ‘utterances’ have no immediate sensory referents such as ‘justice’ and ‘fairness’.

We tend to ‘talk past each other’, assuming an utterance has the same meaning for everyone else, as it has for us. We often end up arguing when in fact we agree. Shared experiences, cultural backgrounds etc make it more likely we share the same ‘utterance’-associations. But we should never assume the meanings of utterances are shared. Especially the more important non-verbal communications e.g can be totally different e.g nodding up and down for yes, and side to side for no, in some cultures inverted meanings.

Accessing Cues

Visual accessing cues for a "normally organized" right-handed person. i.e typical eye movements associated with recalling/constructing internal experiences

Eyes move to top right : Vc Visual constructed images.

Eyes move to top left: Vr Visual remembered (eidetic) images.

Eyes defocused, not moving: (Eyes defocused and unmoving also indicates visual accessing.)

Eyes level to right: Ac Auditory constructed sounds or words.

Eyes level to left : Ar Auditory remembered sounds or words.

Eyes move down to right: K Kinesthetic feelings (also smell and taste).

Eyes move down to left: A Auditory sounds or words.

How do you know when you are having an intuition?" (She looks up and to her left.) Yes, that's how you know. This is an example of an 'ACCESS CUE'...an unconscious behavior associated with 'accessing' (recalling) a visual, audio, or kinesthetic memory, or constructing a visual, audio, or kinesthetic experience. E.g what does 'intuition' feel like? Look like? Sound like? From memory, or from actively constructing an example.

You will always get answers to your questions insofar as you have the sensory apparatus to notice the responses. And rarely will the verbal or conscious part of the response be relevant. If you clean up your sensory channels and attend to sensory experience, when you make a statement or ask a human being a question they will always give you the answer non-verbally, whether or not they are able

to consciously express what it is. When people 'go inside' their 'mind's eye', to access information, they make typical gestures.

You ask somebody a question. They say "Hm, let's see," and they **look up and to their left, and tilt their head in the same direction**. When people look up, **they are making pictures internally**.

A learning strategy i.e sensitivity training for accessing cue recognition.

Simply clear all your internal experience. Quiet the internal dialogue, check and make sure that your body is in a comfortable position so that you can leave it there for a while, and don't make internal images. Simply notice with your sensory apparatus what relationship you can discover between the questions I'm going to ask of these three people and the responses they make nonverbally. I would like you to pay particularly close attention to the movements and changes in their eyes. There are lots of other things going on which will be useful for us to talk about at some other time. At this time we simply want you to pay attention to that part of their nonverbal response.

I'll just ask the three of you up here some questions. I'd like you to find the answers to those questions, but don't verbalize the answers. When you are satisfied that you know what the answer is, or you've decided after searching that you don't know what the answer is, stop. You don't have to give me any verbal output; you keep the answers to yourself. In the United States there's an interesting phenomenon called "traffic lights." Is the red or the green at the top of the traffic light?... When you came here today, how many traffic lights did you pass between where you started your trip and arriving here at the hotel?... What color are your mother's eyes?... How many different colored carpets did you have in the last place you lived? (Fran stares straight ahead in response to each question; Harvey looks up and to his left; Susan looks up and to her right, or sometimes straight ahead.) Now, have you noticed any movements in their eyes? Do you see systematic shifts there? OK. Store that information for a moment. These are complex human beings, and they are giving more than one response. However, notice what is common about the responses they gave to that set of questions.

I'm going to shift the questions a little bit and I want you to notice if there is a systematic difference in the way they respond. Think of your favorite piece of music..., What is the letter in the alphabet just before R?... Can you hear your mother's voice? (Fran and Harvey look down and to their left as they access information after each question; Susan looks down and to her right.) Now, there was a difference between the last set of responses and the previous set. Now I'm going to shift my questions again. Do you know the feeling of water swirling around your body when you swim?... What happens in winter when you are in a nice, warm, cozy house, and you walk out into the cold air outside?... (Fran and

Harvey look down and to their right while accessing the answer to each question; Susan looks down and to her left.) Can you make a connection between the classes of questions I was asking and the kind of movements that you were seeing? What did you actually see in your sensory experience when I asked the questions? Man: I noticed especially that when it seemed like Susan was picturing something, she would look up. And then there were times when she would look straight ahead. OK. I agree with you. How do you know when she was picturing something? That's an assumption on your part. What were the questions that I was asking that those movements were responses to? Man: The color of eyes. How many lights—like she was picturing the intersections. So the questions I was asking demanded visual information by presupposition. And the responses you noticed were a lot of up movements. Did you notice any preference as to side?

Susan, do you know what you would look like with long flaming red hair?... Do you know what you would look like if you had a beard?... Do you know what you look like sitting right here?... (Her eyes move up and to her left.) Which way did her eyes go that time? Distinguish left and right with respect to her. You said that she typically went up to her right in answering the previous visually-oriented questions. What movement did you see with her eyes just now, in response to the last questions? This time her eyes dilated and moved up to her left and back. So she doesn't always look up and to her right. She sometimes looks up and to her left. There's a systematic difference between the

21 kind of questions I asked just now, and the kind of visual questions I was asking before. Can you describe the difference? Woman: The first questions had to do with experiences she was remembering, and the second group she had not experienced and was trying to visualize. Excellent. The first set of pictures we call eidetic or remembered images, and the second set we call constructed images. She's never seen herself sitting here in this chair in this room. It's something she has had no direct visual experience of, therefore she has to construct the image in order to see what it is that she would look like. Most "normally organized" right-handed people will show the opposite of what we've seen with Susan here. Susan is left-handed and her visual accessing cues are reversed left to right. Most people look up and to their left for visual eidetic images and up and to their right for constructed visual images. However, lots of normally organized right-handers will look up and to their right as they respond to questions about visual memory. Barbara, here in the audience, looked up and to her right to recall something a few moments ago. Do you remember what it was you saw up there? Barbara: No. Do you remember one of the houses you lived in as a child? Barbara: Yes, I do. She just went up and to her right again. What did you see, Barbara? Name one thing you saw. Barbara: I saw the living room. I'm going to predict that the living room that you saw was peculiar in a specific way. I want you to check this and let me know whether my statements

are accurate. The living room you saw was suspended in space. It wasn't bounded in the way it would be bounded visually if you were actually inside of that living room. It was an image which you had never seen before because it was a fragment of a set of images you'd seen lots of times in the past. It was not a visual input that you've ever had directly. It was literally extracted, a piece of a picture extracted from some part of your experience and displayed separately. Is that accurate? Barbara: Yes. When you ask visual 'memory questions and a person looks up to their right, you cannot conclude that they are left-handed or that their accessing cues are reversed. All you can conclude is that they looked up and to their right. If you want to explore it further, there are a couple of possibilities. One is what's true of Susan—namely, that she has reversed cerebral organization. The other possibility is that they could be constructing images of the past, as is true of Barbara. If that is so, the images will not have the color, the detail, the contextual markers, or the visual background that an actual eidetic remembered image has. That is an important difference. When Barbara recalls images, she recalls them outside of context, which is characteristic of constructed images. By the way, she will argue about the past with people a lot—especially with someone who remembers eidetically. Sally: I didn't see Fran's eyes going up or down, just straight. OK. Was there any marked difference between the way she was looking straight at me before I asked a question and the way she continued to look straight at me after I'd asked the question? Did you notice any change? Sally: Yes. She looked more pensive then. "Pensive." What looks like "pensive" to you and what looks like "pensive" to me may be totally different kinds of experiences. "Pensive" is a complex judgement about experience; it's not in your sensory experience. I'm sure that "pensive" has appropriate meaning for you, and that you can connect it with your sensory experience easily. So could you describe, so that we could agree or disagree, what you actually saw, as opposed to the judgement that she was being "pensive"? As we said before, all these questions are being answered before the verbalization. So if you have the opportunity to watch anyone we're communicating with directly, you will always get the answer before they offer it to you verbally. I just asked Sally to describe something, and she demonstrated non-verbally what she saw. She mirrored in her own movements what Fran was doing.

Sally, do you remember the feeling of what you just did? Sally: My eyes kind of closed a little. So your eyelids dropped a little bit. Is there anything else that you could detect either from what you felt your eyes doing or from remembering what Fran was doing?... Have you ever had the experience in a conversation that the other person's eyes are still resting on your face but somehow suddenly you are all by yourself? You are all alone? That's what was going on here. In

23 both of these cases the pupils dilated and the facial muscles relaxed. If you have trouble seeing pupil dilation, I believe that's not a statement about pupil dilation; it's a statement about your own perceptual programs. And I'm not talking

about whether you have 20/20 vision or 20/2000 vision with corrective lenses. Your ability to perceive is something that is learned and you can learn to do it better. Most people act as if their senses are simply passive receptacles into which the world dumps vast amounts of information. There is a vast amount of information, so vast that you can only represent a tiny fraction of it. You learn to actively select in useful ways.

There's a tendency for you to repeat some set of interventions that you've made in the past which were successful, hoping for success again in the present. I think one of the most dangerous experiences human beings can have is success—especially if you have success early in your career—because you tend to become quite superstitious and repetitious. It's the old five-dollar bill at the end of the maze.

Bandler used word 'lie', but means 'suspend judgement', make no assumptions about truth or otherwise, but see what actually works...don't bother pretending to understand fully why or how...but determine what actions / steps lead to desired outcome...without 'idolising' this awareness into 'knowledge' or claiming to 'know' anything, or 'understand' more than you actually do i.e remain Zen, Humean Skeptical...no 'cause and effect' postulations, just practical heuristics...to avoid dogma, and defending positions once made i.e losing face...if make no assumptions as to 'knowing' then don't have to worry about defending these i.e becomes more fluid...no 'loss of face'...when move on, forward, ... especially as some things work with some people on some symptoms, and not on others...so move on...try something ELSE, rather than worry about 'knowledge' and 'positions' and 'theories'...

You have been speaking to people your whole life and they've been going **"Well, the way it looks to me..." (looks up and to his left), "I tell myself..." (looks down and to his left), "I just feel..." (looks down and to his right)—and you haven't consciously noticed that.** People have been doing this systematically through a hundred years of modern psychology and communication theory and you've all been the victims of a set of cultural patterns which didn't allow you to notice and respond directly and effectively to those cues.

MHR interesting how 'insight' suddenly brings conscious awareness i.e Zen observation skills...sensitivity training...required to make 'reality' observable...otherwise do not 'attend' to ... always question in science...which, of all the innumerable variables, e.g color, temperature, humidity, metal, etc etc i.e which of the factors interacting are responsible for the outcome observing / desire to attain...WHAT is relevant? i.e necessary and sufficient...Vs what is mere background...NLP brings to foreground what was, for those without the intuitive gifts or intuition bringing experiences of a Satir or Erickson...they may

never have ‘explicitly’ noticed, let alone ‘explained’ to anyone, what they were doing, as it was, or had become, automatic, intuitive, muscle memory, etc...

Calibrating accessing cues for individuals to see where they conform to, and differ from, the ‘typical’

Start out by asking Then Then ask The cues that the person will offer you non-verbally will be systematically different from the cues they offer you to the previous sets of questions.

Visual accessing cues for a "normally organized" right-handed person. i.e typical eye movements associated with recalling/constructing internal experiences

Eyes move to top right : Vc Visual constructed images. To calibrate / test / ratify for individual ask them **questions about things that the person has not seen and will have to construct: How *would* you look from my point of view? How would you look with purple hair? How ‘*would*’ I look with green hair? Or in a suit? Or lying on a beach?**

Eyes move to top left: Vr Visual remembered (eidetic) images. To calibrate / test / ratify for individual ask them **visual eidetic questions: What color are the carpets in your car? What color are your mother's eyes? What shape are the letters on the sign on the outside of this building? All of those are questions about things that people here have seen before.**

Eyes defocused, not moving: (Eyes defocused and unmoving also indicates visual accessing.)

Eyes level to right: Ac Auditory constructed sounds or words. Have to ask something they haven’t heard before, but have to construct for first time, or ‘imagine’ in their own head...e.g Pretend X is giving you praise. i.e something ‘hearing’ for first time i.e product of own imagination

Eyes level to left : Ar Auditory remembered sounds or words. Do you remember that song ‘X’ by the XYZ? What does your cat sound like? What about the sound of a growling V8 in ‘Mad Max’?

Eyes move down to right: K Kinesthetic feelings (also smell and taste). What does cat fur feel like? What does it feel like to take a cool shower on a hot day, or a slip into a warm bath on a cold winters day?

Eyes move down to left: A Auditory sounds or words. Could be constructed or remembered. e.g when trying to spell phonetically, by sounding out the word

(which at least for English is absurd due to the multi-lingual vocabulary e.g French, latin, german, Nordic 'borrowed' words)

Be precise with language i.e don't confuse client by asking them to 'imagine' a sound ... ask them to 'create' (?) a sound in their head, or ask in a way that presupposes they will have to do this i.e 'Imagine you are hearing X sing 'happy birthday to you' i.e something they are unlikely ever to have heard and therefore must construct in their minds 'ear'. Vs something they are likely to have heard in real life before, and thus are likely to re-access the memory of...

You will also get confusing responses if you say "Do you remember the last time you felt the feeling of swimming through the water?" You've asked them to do two things. You've asked them to remember and then to feel. They may remember visually; that is, they may search or scan visually, they may repeat it auditorily, or they may do it directly kinesthetically. However they do it, you are going to get a two-step process. One will be the remembering portion, following your instructions, and the other will be actually recovering those feelings of swimming. If you get responses which do not make any sense to you, ask the person what they did internally. Your job is to correlate what you can observe on the outside with the questions you ask. Correlate the relationship between the kind of information you are asking for and the non-verbal eye movement responses you're getting from your partner. If you don't understand it, ask. "I saw this on the outside. What does that correspond to in your internal processing?" If they don't know, ask them to guess. If you're not getting the kinds of eye movements we were talking about, make the question more difficult. "What color shoes was your mother wearing the last time you saw her?" If you ask "What color are your mother's eyes" and you don't see any movement, make the question more complex. "Your eyes are blue, too. Is the color of your eyes brighter or deeper in color than your mother's eyes?" That's a more complex, comparative question., She will then have to form an image of the color of her eyes and her mother's eyes and then make a visual comparison. After four or five minutes of asking your partner these sets of questions, you should have an idea about what eye movements you can see which indicate unequivocally which of the internal representational systems that person is utilizing at that moment.

We are offering you generalizations, and every single generalization anyone has ever offered you is going to be false at some time and some place. The generalizations are only tricks—as most of what we will do here is—to get you to pay attention to your experience, to notice a certain dimension of sensory experience which culturally you've been trained not to notice. Once you notice it, it constitutes a really powerful

27 source of information about the other person's unconscious processes. You will find people who are organized in odd ways. But even somebody who is

organized in a totally different way will be systematic; their eye movements will be systematic for them. Even the person who looks straight up each time they have a feeling and straight down each time they have a picture, will remain consistent within themselves. The important thing is that you have the sensory experience to notice who is doing what. Go ahead now and discover what, if any, patterns you can discover.

In the same way you can anticipate what your interlocutor is going to ask you next, by THEIR eye movements. They will show the same sort of accessing cues or 'tells'.

Note one person will 'visualise' music (someone who reads and plays sheet music or watches music videos) where another will 'hear' it, unless you are more precise e.g 'what are the first 4 notes of Beethoven's fifth symphony' (dah dah dah dhhh).

Be careful i.e words have different meanings to different people i.e many 'loaded' with meanings not shared between interlocutors...never assume an utterance has the same meaning, or even any meaning, for everyone interlocuting.

We've got to make a distinction now. The predicates, the words a person chooses to describe their situation—when they are specified by representational system—let you know what their consciousness is. The predicates indicate what portion of this complex internal cognitive process they bring into awareness. The visual accessing cues, eyescanning patterns, will tell you literally the whole sequence of accessing, which we call a strategy. What we call the "lead system" is the system that you use to go after some information. The "representational system" is what's in consciousness, indicated by predicates. The "reference system" is how you decide whether what you now know—having already accessed it and knowing it in consciousness—is true or not. For example. What's your name? Ted: Ted. Ted. How do you know that? Now, he's already answered the question, non-verbally. It's an absurd question. Ted understands this, but he also answered it. Do you know how you know? Right now, sitting in this room, if I call you "Jim," you don't respond. If I call you "Ted," you do respond. That's a kinesthetic response. Now, without me supplying any stimuli from the outside, when I simply ask you the question "Do you know what your name is?" do you have an answer? Ted: Yes, I have. Do you know what to say before you actually say it? Ted: No, I don't. So if I say "What's your name?" and you don't answer, you don't know what your name is? Ted: I know what my name is because when someone says "Ted" I have a certain feeling, a response because that's me.

Are you saying "Ted" on the inside and getting that feeling as a way of verifying when I ask you that question? Ted: Yeah. So you have a strategy to let you know, when supplied input from the outside, which is an appropriate response to which, right? "Ted" but not "Bob." But when I ask you "What's your name?" how do you

know what to say to me? Ted: I don't think of it. So you have no consciousness of any process that you use at that point?... OK. Now, did anybody else notice a cue that would tell you the answer to the question even though Ted at this point doesn't have a conscious answer to the question we asked him?... Each time we asked the question, his eyes went down to his left and came back. He heard his name. I don't know whose tonality he heard it in, but it was there. And he knows that the name "Ted" is correct because it feels right. So in this case his lead system is auditory: that's how he goes after the information, even though he's not aware of it. He becomes conscious of his name auditorily; in this case his representational system is the same as his lead system. His reference system is kinesthetic: when he hears the name "Ted" either outside or inside, it feels right. One of the things that some people do when you ask them questions is to repeat them with words inside their head. Lots of people here are doing that. I say "Lots of people repeat words" and they go inside and say to themselves "Yeah, people repeat words." Have any of you had the experience of being around somebody whose second language is the one you're speaking? Typically the first eye movement they will make as they hear something is to translate it internally, and you'll see that same auditory cue. Some people take forever to answer a question. What they usually have is a complex strategy in consciousness. For example, one guy had a fascinating strategy. I asked him "When was the first time you met John?" And he went inside and said "When was the first time I met John? Hmmm. Let's see," and his eyes went up and he made a constructed picture of John. Then he looked over to his left and visually flipped through all the possible places he remembered, until he found one that gave him a feeling of familiarity. Then he named the place auditorily, and then he saw himself telling me the name of that place, and imagined how he would look when he did that. He had the feeling that it would be safe to go ahead and do it, so he told himself

30 "Go ahead and do it." There's a whole set of advanced patterns we call streamlining which you can use to examine the structure of a strategy and streamline it so that all the unnecessary or redundant steps are taken out. It involves examining strategies for loops and other kinds of restrictions and problems, and then streamlining those out so that you have efficient programs to get you the outcomes you want.

Let's take an example from therapy. Somebody comes in with the problem that they're very jealous. They say "Well, you know, I just.. (looking up and to his right) well, I just (looking down and to his right) really feel jealous and (looking down and to his left) I tell myself it's crazy and I have no reason to, but I just have these feelings." He starts leading visually; he constructs an image of his wife doing something nasty and enjoyable with someone else. Then he feels the way he would feel if he were standing there actually observing it occurring in the room. He has the feelings that he would have if he were there. That's usually all he is aware of. Those feelings have the name "jealousy" and that's the

representational system, kinesthetic. He leads visually, represents kinesthetically, and then he has an auditory reference system check which tells him that his feelings are invalid. So all three different systems are used in different ways. Woman: So in that situation you're suggesting that if you were working with that person you would tie in with the feeling system, the representational system? It depends on what outcome you want. Our claim is that there are no mistakes in communication; there are only outcomes. In order for us to respond to your question you have to specify what outcome you want. If you want to establish rapport, then it would be useful to match the representational system, indicated by the predicates. Unconscious rapport, is the most important one anyway.

Strategy would be to replace the images / feelings / sub-modalities with more positive ones i.e construct images of what WANT to be true, then imagine ways in which you can realise THOSE outcomes / states e.g imagine 'seducing' your wife and having great sex, rather than imagine her cheating on you and having great sex with some other guy ...etc... i.e apply same automatic processes that lead to jealousy / fear of cheating / anger / frustration / despair etc, to a new set of 'constructed' states i.e employ natural talents leading to despairing angry jealousy to constructing a great relationship for client and their partner...

i.e motivation towards new behaviors will have same structure as one currently using to produce jealous rage / envy / despair... employ same talents for doom and gloom to generate new behaviors / mindset / beliefs / automatic responses e.g from negative/destructive/angry to positive/productive/caring...

i.e make vivid impression of what feels good, that you want, then imagine the steps necessary to realise these desired state (therapist has tools, tips, resources, and brings out own unrealized resources of unconscious mind)...

As far as I can tell, there is no research to substantiate the idea that there is eyedness. You won't find any research that is going to hold up. Even if there were, I still don't know how it would be relevant to the process of interpersonal communication, so to me it's not a very interesting question. Your eyes are split so that half of each eye is connected to each hemisphere. The tendency to look in a microscope with one eye or another has been noted as statistically significant; however, I don't know of any use for that information right now.

Linguists claim that right / left hand dominance occurs somewhere around four and a half. I have no basis on which to substantiate that. Handedness is a dimension of experience which I know exists in the world, I have never found any useful connection to communication.

There is an infinite amount of sensory experience available right here in this room. We consistently make unconscious choices about what we sample. If we didn't, we'd all be "idiot savants," who can't forget things; they can't not know

things. When you ask them about anything, they have to give you a complete "dump" of all the information they have ever had on that particular topic.

Most therapy is founded on the presupposition that if you know how things came about, the roots where it all originated, that will give you a basis from which to change it. I believe that that's an accurate and limiting assumption. Yes, that is one way to go about changing, but it is only one out of an infinite number of ways to understand behavior

Many "**learning disabilities**" are really functions of the educational system. For example, I was given a bunch of children who fell into the classification of "crossed hemispheres" and they told me that this was something that existed in the world. They wanted me to find out if there was any difference between these children and the rest of them, given accessing cues and so on. What I discovered is that they were all children who were trying to spell auditorially. **When I said "How do you spell the word 'cat*?'" they went inside and their eyes moved down and to their left. I asked the children what they were doing and they said "Sounding the word out," because they were taught to spell phonetically.**

Spelling Bee champions i.e good spellers, visualize words i.e remember eidetic images of the correctly *spelt* word, so show visual accessing cues...can ask child to 'spell school' and observe for auditory Vs visual accessing cues...test with other questions before concluding they are accessing visual or auditory...then teach auditory accessing kids the 'secret' i.e to imagine the word printed on a page etc... Of course when teaching VERBAL language skills, will need to do opposite i.e have them 'hear' the word from some contextual memory, or own association i.e reading out loud, then memorizing the 'set' i.e the visual memory and the auditory memory, then accessing each depending on the need e.g to write, or to speak...

Modellers would ask spelling champs what they did, and observe their behavior i.e accessing cues, to either verify what the self-aware spellers said, or to get their actual answers, in body language form, from those not conscious of the process that lead to their success...as in all 'modelling' ... NLP assists us in working out what people REALLY do, compared to what they think they do, or their inability to actually explain i.e 'intuition' or 'innate gift' or 'natural talent' would be THEIR response if unaware of the unconscious / automatic processes they performed / performed unconsciously ...

No matter what language we've operated in, what country we've been to, no matter what the language is, good spellers have exactly that same formal strategy. They see an eidetic, remembered image of the word they want to spell, and they know whether or not it's an accurate spelling by a kinesthetic check at the mid-line. E.g shoulders roll forward, head tips back, 'wincing' of stomach. There was

a change in her feelings right here at the mid-line of the torso. All the people who tell us they are bad spellers don't have that strategy. Some bad spellers make eidetic images, but then they check them auditorily. Others make constructed visual images and spell creatively.

Take the child who is a bad speller and teach him to use the same strategy that a good speller uses i.e teach to spell visually with a kinesthetic check. When you do that, you will never need to teach children to spell. They will learn automatically if you teach them an appropriate process, instead of content.

In fact everyone uses all the representational systems, they are all processing information at the same time, but only part will be conscious i.e the 'dominant' audio, visual, or kinesthetic representation...

Rather than thinking of yourself as being visually oriented, kinesthetically oriented, or auditorially oriented, take what you do best as a statement about which system you already have well-developed and refined. Realize that you might put some time and energy into developing the other systems with the same refinement and the same fluidity and creativity that you already have in your most developed system. Labels are traps, and one way that you can stabilize a piece of behavior in an unuseful way is to label it. Instead, you can take the fact that you notice most of your behavior falls into category X, to let yourself begin to develop your skills in Y and Z.

Our claim is that you are using all systems all the time. In a particular context you will be aware of one system more than another. I assume that when you play athletics or make love, you have a lot of kinesthetic sensitivity. When you are reading or watching a movie, you have a lot of visual consciousness. You can shift from one to the other. There are contextual markers that allow you to shift from one strategy to another and use different sequences. There's nothing forced about that

WARNING: These tools are mostly for introspection, sensory experience. They are things to detect in other people. If you use it on yourself, all you will do is confuse yourself.

There is only one group that we know of that is characteristically organized differently: the Basques in the Pyrenees of northern Spain. They have a lot of unusual patterns, and that seems to be genetic rather than cultural. Everywhere else we've been—the Americas, Europe, Eastern Europe, Africa—the same pattern exists in most of the population. It may be a neurological bias that is built into our nervous system as a species.

It's really interesting to me that the percentage of left-handed and ambidextrous people in the "genius" category in our culture is much higher than the percentage

in the general population. A person with a different cerebral organization than most of the population is automatically going to have outputs which are novel and different for the rest of the population. Since they have a different cerebral organization, they have natural capabilities that "normally organized" right-handers don't automatically have.

MHR note that Basque children are taught to write with both hands at school...like I deliberately try to use my left and right hand and foot ... no idea why this occurred to me as important / generative...

As consultants for an ad agency we psychologically "clone" their best creative people. We determined the strategy that one creative person used to create a commercial, and we taught other people in that agency to use the same structure at the unconscious level. The commercials they came up with were then creative in the same way, but the content was totally unique. As we were doing the process, one of the people there even made a change in the strategy that made it better. Most people don't have a large number of strategies to do anything. They use the same kind of strategy to do everything and what happens is that they are good at some things and not good at others. We have found that most people have only three or four basic strategies. A really flexible person may have a dozen. You can calculate that even if you restrict a strategy to four steps there are well over a thousand possibilities! We make a very strong claim. We claim that if any human can do anything, so can you. All you need is the intervention of a modeler who has the requisite sensory experience to observe what the talented person actually does—not their report—and then package it so that you can learn it.

It's the unconscious processes and parts of the person you've got to work with effectively in order to bring about change in an efficient way. The conscious parts of the person have already done the best they can. They are sort of useful to have around to pay the bill, but what you need to work with are the other parts of the person.

"Conscious" is defined as whatever you are aware of at a moment in time. "Unconscious" is everything else. You can make finer distinctions, of course. There are certain kinds of unconscious data which are immediately available. I say "How's your left ear?" Until you heard that sentence, you probably had no consciousness of your left ear. When you hear me say that, you can shift your consciousness to the kinesthetics of your left ear. That is easily accessible from unconscious to conscious. If I say "What color shoes did your kindergarten teacher wear on the first day that you went to school?" that's also represented somewhere. However, getting at it take a lot more time and energy. So there are degrees of accessibility of unconscious material.

One of the prerequisites of your being effective is to have patterns of communication which make good rapport with their unconscious resources to

assist them in making those changes. To restrict yourself to the conscious resources of the person who comes to you will guarantee a long, tedious, and probably very ineffective process.

Here in this seminar there is no way that you will be able to consciously keep up with the rapid pace of verbalization that will be going on. That is a systematic and deliberate attempt on our part **to overload your conscious resources**. We understand **that learning and change take place at the unconscious level**, so that's the part of you we want to talk to anyway. **The part of your functioning which is responsible for about ninety-five percent of your learning and skill is called your unconscious mind. It's everything that's outside of your awareness at a point in time. I want to appeal directly to that part of you to make a complete and useful record of anything that happens here, especially the things we don't comment on explicitly, which it believes would be useful for you to understand further and perhaps employ as a skill in your work as a professional communicator**—leaving you free at the conscious level to relax and enjoy your experience here.

Identifying accessing cues and representational systems. What do you use it for? One way I can use this information is to communicate to you at the unconscious level without any awareness on your part. I can use unspecified words like "understand" and "believe" and indicate to you non-verbally in which sensory channel I want you to "understand." For example, I could say to you "I want to make sure you understand (gesturing down and to the audience's left) what we've done so far." My gesture indicates to you unconsciously that I want you to understand auditorily. You can also use this information to interrupt a person's accessing. All of you make a visual image, and see what happens when I do this. (He waves both arms over his head in a wide arc.) My gesture knocks all your pictures out of the air, right? Thousands of times in your life you said something or asked a question of someone and they said "Hm, let's see," and they went inside to create a visual image. When they go inside like that, they can't simultaneously pay attention to input from outside. Now let's say that you and I are on opposite sides about some issue at a conference or a corporate meeting. I begin to talk, and I'm forceful in presenting my material and my system in the hope that you will understand it. After I've offered you a certain amount of information, at some point you will begin to access your internal understanding of what's going on. You'll look up and begin to visualize, or look down and begin to talk to yourself or pay attention to how you feel. Whichever internal state you go into, it's important that I pause and give you time to process that information. If my tempo is too rapid and if I continue to talk at that point, I'll just confuse and irritate you.

What often happens is that when I notice you look away, I think that you aren't paying attention, or that you are avoiding me. My typical response in stress

during a conference is to increase the tempo and the volume of my speech because I'm going to make you pay attention and drive that point home. You are going to respond as if you are being attacked, because I'm not allowing you an adequate amount of time to know what I'm talking about. You end up quite confused, and you'll never understand the content. If I am facilitating a meeting, I can notice whenever a listener goes inside to access, and I can interrupt or distract the speaker at those times. That gives the listener adequate processing time so that he can make sense of what is going on, and decide whether he agrees or disagrees. Here's another example: If you can determine what a person's lead and representational systems are, you can package information in a way that is irresistible for him. "Can you see yourself making this new change, and as you see yourself in this process, do you have those feelings of accomplishment and success and say to yourself This is going to be good.*?" If your typical sequence happens to be constructed images, followed by feelings, followed by auditory comment, that will be irresistible for you.

A lot of school children have problems learning simply because of a mismatch between the primary representational system of the teacher and that of the child. If neither one of them has the flexibility to adjust, no learning occurs. Knowing what you now know about representational systems, you can understand how it is possible for a child to be "educationally handicapped" one year, and to do fine the next year with a different teacher, or how it is possible for a child to do really well in spelling and mathematics, and do badly in literature and history.

You can also translate between representational systems with couples. Let's say that the husband is very kinesthetic. He comes home after working hard all day and he wants to be comfortable. He sits down in the living room, kicks his boots off here, throws a cigarette down there, gets a beer from the icebox, grabs the paper, and sprawls all over his chair, and so on. Then the wife, who's very visual, walks in. She's worked hard all day cleaning house so it will look good, as a way of showing respect for him. She sees his stuff scattered all over the living room and gets upset. So the complaint from him is "She doesn't leave me enough space to be comfortable, man. It's my home. I want to be comfortable." What she says to him at this point is "You're so sloppy. You leave stuff lying all over and it looks cluttered, and when it looks cluttered like that I know that you don't respect me." One of the things Virginia Satir does is to find the kinesthetic counterpart of her visual complaint, and vice-versa. So you can look at the husband and say: "You don't understand what she said, do you? You really have no idea what she experiences. Have you ever had the experience that she went to bed first, and she's been sitting there watching TV in bed, eating crackers? And you come in and get into bed and feel all those cracker crumbs all over your skin. Did you know that's what she experiences when she walks in and sees your stuff lying all over the front room?" So there's no fault, no blame. You don't say "You're bad" or

"You're stupid" or anything like that. You say "Here's a counterpart that you can understand in your system."

If you repeat a process a number of times, it becomes streamlined in the same way that learning to drive a car does. It drops into unconsciousness. Consciousness seems to be occupied by things we don't know how to do too well. When we know how to do things really well, we do them automatically. MHR is why 'competent' 'experienced' successful people often have no idea what the actual steps are in that process...they tend to skip over many when 'explaining', as they do these steps unconsciously now...therefore takes person like me to honestly evaluate any 'explanation' i.e with just enough understanding to translate / observe / see what is happening / and intention of 'expert', to interrogate, slow down, analyse, break process down into steps that can be taught ANYONE...

Thomas Szasz said "All psychology is either biography or autobiography." Most people are doing therapy with themselves instead of other people. People can access olfactory experience in many different ways. One of the things you can notice, however, is that when people access smells, they will flare their nostrils. That's a direct sensory signal, just as the eye movements we've been talking about are direct sensory signals, to let you know what experience the person is having. They may or may not precede that with a visual, kinesthetic, or auditory access, but you can see the nostril flare.

A, clear your sensory channels and watch your partner's nose. B, when was the last time you took a good whiff of ammonia?... Now is there any doubt about that? It's an involuntary response. Usually the person will breathe in at the moment the nostrils flare. Let me ask you all to do something else which is along these lines to give you another demonstration. As a child, you had lots of experiences. Maybe you had a grandmother who lived in a separate house that had special smells. Maybe it was some special food, or a blankie, or a little stuffed toy animal, or something else special to you. Pick some object from your childhood and either feel it, talk to yourself about it, or see it in your hands. When you have it in any of those systems, breathe in strongly and let that take you wherever it takes you. Try that for a minute. That's one way of accessing smells.

If you use visual guided fantasy with your clients, there are some clients you use it with automatically and it works fine. Other people you wouldn't even try it with. What's the criterion you use to decide that, do you know? If they can visualize easily, you use visual guided fantasy, right? We're suggesting that you reverse that. Because for people who do not normally visualize in consciousness, visual guided fantasy will be a mind-blowing, profound change experience. For those who visualize all the time, it will be far less useful. The only thing you need

to do in order to make it work for people who don't normally visualize is to join their system wherever they are—wherever their consciousness is—establish rapport and then slowly overlap to lead them into the system you want to engage them in fantasy with. It will be extremely powerful, much more powerful than with someone who already visualizes

If you have any fragment of any experience, you can have it all. Let me ask you to do the following: Roll your shoulders forward and close your eyes and feel as though something or someone is pushing down on your shoulders. And then take those feelings, intensify them, and let them come up into a picture. Who or what do you find there? As you get the picture, I want you to notice some dimension of the picture that is connected with some sound that would be occurring if that were actually happening. And now hear the sound. That's the principle of overlap. You can always go to the state of consciousness a person indicates by their predicates, and from there you can overlap into any other dimension of experience and train a person to do any of these things.

Learn to use different / non-habitual representational systems by **overlap**: by taking a feeling or a sound and then adding the visual dimension. You can use overlap to train a client to be able to do all systems, which I think is a benefit for any human to be able to do. You yourself can notice which of the representational systems you use with refinement and sophistication, and which you have difficulty with. Then you can use overlap as a way of training yourself to be as sophisticated in any system as you are in your most advanced. Let's say you have good kinesthetics but you can't visualize. You can feel yourself reach out with your hand and feel the bark of some tree. You explore tactually until you have a really good kinesthetic hallucination. You can visualize your hand, and then you look past your hand inside your mind's eye and see what the tree looks like, based on the feelings—as you feel the roughness, the texture, the temperature of the bark. If you visualize easily and you want to develop auditory, you can see the visual image of a car whirling around a corner and then hear the squeal of the tires.

Visual accessing cues are only one way to get this information. There are other things going on equally as interesting, that would give you the same information and other information as well. For instance, voice tone is higher for visual access and lower for kinesthetic. Tempo speeds up for visual and slows down for kinesthetic. Breathing is higher in the chest for visual and lower in the belly for kinesthetic. There are lots and lots of cues. What we are doing is giving one little piece at a time. Your consciousness is limited to seven—plus or minus two—chunks of information. What we are doing is saying "Look, you normally pay attention to other dimensions of experience. Here's another class of experience we'd like you to attend to, and notice how you can use it in a very powerful way."

I can get the same information i.e regarding what representational system a person is using, by voice tone, or tempo changes, or by watching a person's breathing, or the change in skin color on the back of their hand. Someone who is blind can get the same classes of information in other ways. Eye movement is the easiest way that we've discovered that people can learn to get access to this class of information called "representational system." After they have that, we can easily teach them other dimensions.

Blindness is a matter of degree in all of us. The non-sighted Person who has no chance of seeing has an advantage over most other communicators: he knows he is blind, and has to develop his other senses to compensate. For example, a few weeks ago in a seminar there was a man who is totally blind. A year ago, I had taught him how to be able to detect representational systems through other means. Not only was he able to do it, but he was able to do it every bit as well as every sighted person in that room. Most of the people I meet are handicapped in terms of their sensory ability. There is a tremendous amount of experience that goes right by them because they are operating out of something which to me is much more intense than just "preconceived notions." They are operating out of their own internal world, and trying to find out what matches it.

One of the best ways to have lots of disappointment in your life is to construct an image of how you would like things to be, and then try to make everything that way. You will feel disappointed as long as the world doesn't match your picture. That is one of the best ways I know of to keep yourself in a constant state of disappointment, because you are never going to get the world to match your picture.

Ask people to observe X when ask X 'what sort of car do you drive, a manual or an automatic'...most people jump to conclusions that when she moves her arm, it indicates she is mentally shifting gears...when automatics have 'sticks' too...if they had paid attention instead to her calf muscles flexing, indicating mental use of a clutch, they wouldn't jump to the wrong conclusions...

If you ask a person a question that involves a motor program, you can observe the parts of their body they will have to use in order to access the information. Information doesn't come out of a vacuum in human beings. In order for a human being to get information to answer a question, they have got to access some representation of it. And although they may only bring one of those systems into consciousness, they are going to access all systems unconsciously to gather the information

You all have front doors to the homes or apartments that you live in, whether they are long-term homes or apartments. As you walk into your apartment or home, does the first door open to the right or the left? Now, how do you decide that question? ... All the hands are moving. Let me ask you another question.

When you come home in the evening and your house is locked, which hand do you use to actually open the door? ... Watch the hands.

Eye movements and body movements will give you information about process. The proper domain, in our opinion, of professional communicators is process. If you indulge in content, you are going to unavoidably impose part of your belief and value system on the people you communicate with.

The kinds of problems that people have, usually have nothing to do with content; they have to do with the structure, the form of how they organize their experience. Once you begin to understand that, therapy becomes a lot easier. You don't have to listen to the content; you only have to find out how the process works, which is really much simpler. There's an important pattern that we'd like to talk about next. If I'm your client and you ask me "Well, how did it go this week?" and I respond to you by going (sighs heavily, head down, low tonality) "Ah, everything worked just great this week, (sighing, shaking head "no," slight sneer) No problems." Now, the laughter indicates that there are a number of people here who recognize that there is some unusual communication being offered. The name that we have adopted for that is incongruity. What I offer you in my voice tone, my body movements, and my head movements does not match my words. Now, what responses do you have to that as professional communicators? What choices do you have to respond to that situation?

I might say "Well, you don't look very happy because things are going well." So you would meta-comment on the discrepancy that you've been able to perceive, and confront the person with it. Does anybody else have other ways of responding? Man: I would try to help you express both messages, maybe exaggerate the non-verbal components.... OK, the gestalt technique: amplify the non-verbal message until it accesses the appropriate experience, right? OK, that's another choice. Does everybody understand the choices we're talking about so far? Our job is choice. The notion of incongruity is a choice point which is going to be repetitive in your experience if you are in the business of communication. It makes sense for you to have a varied repertoire, a range of possible responses, and to understand—I hope at the unconscious level rather than consciously—what the outcome will be when you select one of these maneuvers or techniques.

Meta-commenting is one choice, and I think it's a good choice. However, it is only one choice when presented with incongruity. The choice of exaggerating the non-verbal, or of calling them a liar and attacking them, or of ignoring it, or of simply mirroring back and saying incongruently "I'm so glad!" (shaking head and sneering) Or you can "short-circuit" them by reversing the verbal and nonverbal messages: "That's too bad" (smiling and nodding head). The response you get to that is fascinating, because most people have no idea what they verbalized." Either they will enter a confusion state, or they will begin to

explicitly verbalize the message that was previously non-verbal. It's almost as if they take all the conscious material and make it unconscious and vice-versa. Or you might choose to respond with an appropriate metaphor

MHR we are conditioned to act incongruently i.e 'fake' 'masks' and submit to whims of authority e.g parents, teachers, society ... sarcasm is 'funny' form of incongruity...but inauthenticity / masks the norm...and 'authority' figures don't meta comment (except in Army I was always being put on 'charges' for insubordination, when I never actively / vocally contradicted anyone ! that was a form of meta-comment I guess for cowards, and 'what don't you understand' was the response when I stated 'I disagree, but I will do it as you have said to do it'...authority figures / people in general always avoid the facts / communication i.e side-step the very notion of possibly being 'wrong')...

Hyperactivity in children may be related to conflicting messages in language i.e kids need honest, direct feedback, not dark sarcasm, fake positive feedback...brain gets all confused and hypervigilant trying to decode the messages? One thing that children do is to become hyperactive. One hemisphere is registering the visual input and the tonal input, and the other hemisphere is registering the words and their digital meaning, and they don't fit. They don't fit maximally where the two hemispheres overlap maximally in kinesthetic representation. If you ever watch a hyperactive kid, the trigger for hyperactivity will be incongruity, and it will begin here at the midline of the torso, and then diffuse out to all kinds of other behavior.

E.g ... teacher / trainer asks students to 'raise your right hand', while teacher raises their own LEFT hand...I raised my left hand. So did many people out there! Some of you raised your left hand. Some of you raised your right hand. Some of you didn't notice which hand I lifted. The point is that when you were all children, you had to find a way of coping with incongruity. Typically what people do is to distort their experience so that it is congruent. Is there anyone in here that actually heard me say "Raise your left hand"? Many of you raised your left hand. Some of you raised your left hand and probably thought you raised your right hand. If you didn't notice the incongruity, you somehow deleted the relationship between your own kinesthetic experience and my words, in order to make your experience coherent. If there are mixed messages arriving, one way to resolve the difficulty is to literally shut one of the dimensions—the verbal input, the tonal input, the body movements, the touch, or the visual input out of consciousness. And you can predict that the hyperactive child who shuts the right hemisphere out of consciousness—it's still operating, of course, it's just out of awareness—will later be persecuted by visual images: dead babies floating out of hot dogs in the air above the psychiatrist's desk. The ones who cut off the kinesthetics will feel insects crawling all over them, and that will really bug them. And they will tell you that. That is a straight quote from a schizophrenic.

The ones that cut off the auditory portion are going to hear voices coming out of the wall plugs, because literally they are giving up consciousness of that whole system and the information that is available to them through that system, as a way of defending themselves in the face of repeated incongruity. In this country, when we have gone into mental hospitals we have discovered that the majority of the hallucinations are auditory, because people in this culture do not pay much attention to the auditory system. In other cultures, hallucinations will tend to cluster in other representational systems.

MHR this is so TROONATNOOR...i.e denial / end up repressing reality, and it finds its own ways of expressing itself...what goes in MUST come out ... what is IMPressed MUST be EXpressed...

There's no formal difference between hallucinations and the processes you use if I ask you to remember anything that happened this morning, or what happened when I said "Ammonia" and all of you went "uhhhrrrrhhh!" As far as I can tell, there are some subtle differences between people who are in mental hospitals and people who are not. One is that they are in a different building. The other is that many of them don't seem to have a strategy to know what constitutes shared reality and what doesn't. Who has a pet? Can you see your pet sitting here on the chair? (Yes.) OK. Now, can you distinguish between the animal that you have here, and the chair that it is sitting on? Is there anything in your experience that allows you to distinguish between the fact that you put the visual image of the pet there, and the fact that the image of the chair was there before you deliberately put it there? Is there any difference? There may not be. Woman: Oh, yes, there is. OK. What is the difference? How do you know that there is a real chair and there's not a real dog? Woman: I really can see that chair in my reality here and now. But I can only picture the dog in my head, in my mind's eye.... You don't see the dog over here sitting in the chair? Woman: Well, only in my mind's eye. What's the difference between the image of the chair in your mind's eye and the image of the dog in your mind's eye? Is there a difference? Woman: Well, one's here and one isn't. Yes. How do you know that, though? Woman: Well, I still see the chair even when I look away and look back. But if I stop thinking about the dog in the chair, the dog isn't there anymore. The image of the dog isn't as clear. OK, so that's one way that you make a reality check.

MHR i.e sub-modality check to compare what KNOW to be real, and how THAT feels/looks/sounds, and the potential Hallucination ...like in lucid dream interrogation / observation i.e how to know I am dreaming and not awake e.g try to fly, look at hands, look at printed material twice and see if can still read it, try to read digital watch etc... and then check alternate representation systems i.e I can 'see' the dog, but can I 'hear' it or 'touch' it?

MHR we all behave like schizophrenics...question of 'in what way' i.e expected to be 'two faced' e.g exceptionalism of Mosaic law i.e kill 'enemy' in war, but not 'own people'...to 'pretend' 'to go along to get along'...to wear masks...pretend we agree...pretend we aren't jealous/envious/malicious/selfish...pretend the boss is not an idiot...pretend we are good communists to get party positions...pretend we care about justice when applying for positions of power e.g politics, when our supporters hope we are biased towards their interests i.e justice for THEM...we are all actors playing multiple roles...only we (some of us) REALISE we are doing this...the problem is when we do NOT realise it...when the roles come upon us without volition...and more importantly, they are not consistent with what is socially demanded e.g O.K to be murderer in war time, if murdering 'enemy' women and children, but to do same to 'own people' would have you locked up as mentally ill...always question of vested interests / hegemony / social reality ...

The difference between somebody who doesn't know their hallucination is a hallucination and yourselves is only that you have developed some strategy by which you know what is shared reality and what is not. If get enough people to join you, you are 'sane' and share a 'social reality' e.g Religion ...

There are only two distinctions between anybody in this room and an institutionalized schizophrenic: (1) whether you have a good reality strategy and you can make that distinction, and (2) whether the content of your hallucination is socially acceptable or not. Most psychotics just don't have a way of making distinctions between what's shared or acceptable social reality and what's not. And then to be free to CHOSE to accommodate / enter into the different offered realities i.e change personas / wear masks / play role EXPECTED e.g cold blooded killer when conscripted, then 'policeman', then go home and be 'nice' again...to be able to note other people's p.o.v i.e what masks, roles THEY are playing, and what is acceptable in each particular circle of people e.g at work, at a friend's house, in wartime, at a party, different age groups, etc ... i.e to SHARE the social / subjective reality of the people you are among / interacting with, at least enough to function among them e.g most people 'go along to get along' rather than challenge other people's / group's / nation's 'subjective reality' i.e 'social reality'.

Projection is a good case of positive hallucination (though can be negative hallucination i.e miss positive feedback etc)

If you can clearly distinguish what portion of your ongoing experience you are creating internally and putting out there, as opposed to what you are actually receiving through your sensory apparatus, you will not hallucinate when it's not useful. Actually there is nothing that you need to hallucinate about. There is no

outcome in therapy for which hallucinations are necessary. You can stay strictly with sensory experience and be very powerful, effective, efficient, and creative.

You need only three things to be an absolutely exquisite communicator. We have found that there are three major patterns in the behavior of every therapeutic wizard we've talked to—and executives, and salespeople. The first one is to know what outcome you want. The second is that you need flexibility in your behavior. You need to be able to generate lots and lots of different behaviors to find out what responses you get. The third is you need to have enough sensory experience to notice when you get the responses that you want. If you have those three abilities, then you can just alter your behavior until you get the responses that you want.

MHR NLP's version of 'ZEN state' .We know what outcomes we want, and we put ourselves into what we call "**uptime**," in which we're completely in sensory experience and have no consciousness at all. We aren't aware of our internal feelings, pictures, voices, or anything else internal. We are in sensory experience in relationship to you and noticing how you respond to us. We keep changing our behavior until you respond the way we want you to. Basically 'The Great Gatsby'.

MHR turning off internal dialogs, becoming totally tuned into inputs entering from external world i.e hypersensitivity to impressions, without any filters, judgements...more or less 'unconscious' to internal, and totally 'listening' to world ... observing sub-modality accessing cues, tone of voice, all sorts of non-verbal cues, and the actual words being spoken...and auto-pilot responding and adjusting own body language, representational system, until gain rapport / mirror / pacing...observing without internal comment, then adjusting own behavior till get desired result i.e rapport / response desired... a Zen trance state ... altered state in which totally focused on impressions made by world (turn off all internal commentary, worries, fears, hopes, positive and negative hallucinations, filters, programs etc)

Different response possibilities include change tone of voice, add / change facial expressions e.g raise eyebrows to be sexually evocative / suggestive to unconscious, paraphrase what already said, draw a picture...

Continue with different responses until CLIENT/customer / students look and sound the way YOU want THEM to i.e simply watch them, then 'hit and miss' 'try and see' what changes lead to THEM behaving how you want THEM to...i.e always focused on them...randomly / auto-pilot hit and miss try and see till get THEM looking and behaving how you want THEM to...i.e totally devoid of SELF-consciousness...not in any way interested in how YOU appear, behave, feel, look...merely seeking the 'magical' combinations of words, gestures, body

language, voice tone, word combinations etc that change THEM to look and behave as you want them to...

i.e make THEM the referent for all your actions ... keep changing own actions until THEY conform to how you want them to look and act...i.e not about how YOU feel and act, but about how you get THEM to look and act.

i.e Attend to THEM...THEIR facial expressions, body language, accessing cues, and behavior...as THAT is what you want to change / modify / optimize...so sensitive to the direction they are moving in i.e whether current actions are moving them towards the state you desire or not, and whether to continue and expand upon current actions, or to change and try something different...

All a question of eliciting responses from other people...that is UPTIME...when you are focused on THEM...

MHR: Bandler nails it with this i.e my joke about women and THEIR idea of intimacy is listening TO THEM and **understanding THEIR FEELINGS rather than true intimacy / sharing....****Woman: If I'm talking to someone about something that I'm feeling and thinking is important to me, then I wouldn't be in uptime, would I? If that is your definition of intimacy, then we have different definitions of intimacy!** **Woman: I'm saying that it's part of being intimate; that's one way of being intimate. OK. I disagree with that.**

MHR: Remember that the Great Gatsby made YOU feel like YOU had made the best impression...he listened to YOU ... didn't try to get YOU to like HIM...he made you feel HE liked YOU...

Uptime Zen 'Be Here, Now', and not immersed in past or future i.e internal voice, but only hearing 'voices' coming to you from EXTERNAL world i.e let the world speak...be passive listener...attend to here and now which means current impressions that are coming IN, rather than speculating of future, worrying about past, etc...UPTIME is ZEN time...NOW...HERE... and there is NO SELF in the now...that is a construct of past-present-future ... there is only external stimuli, appearing in realtime...total focus on what happening...what person is saying verbally and non verbally, communicating consciously and unconsciously...

Uptime turns off internal voice re: internal states ... focus on EXTERNAL impressions / inputs ... NOT internal states...THAT is pure ZEN...

You're going to have to know what you're thinking and feeling in order to talk about it. But I don't think that will produce connectedness with another human being. Because if you do that you're not paying attention to them, you're only

paying attention to yourself. I'm not saying that it's bad, I'm just saying that it's not going to make you feel more connected with someone else.

You're not going to have more contact with the woman sitting next to you if you're inside making pictures and talking to yourself and having feelings, and then telling her about them. That's not going to put you in contact with her. All that's going to do is tell her conscious mind a lot about what's going on inside you when you're not paying attention to her.

Making a visual image of how YOU want to 'be' in an interaction focusses you on YOU, when you need to be focusing on the OTHER PERSON...you have to be 'here now', and not off in your own dream world watching the perfect you interacting...need to be totally focused on THEM...receptive to any and all feedback, cues etc...gather information ... get inside of the head of the OTHER person...i.e get 'into-it'...

Having total sensory experience is a life-long project, and there isn't any limitation to it as far as I know. I now see things, hear things and get information tactually that two years ago would have seemed like ESP to me. That's a statement about my willingness to commit some time and energy to training myself to refine the distinctions I make between internal and external realities, the refinements I can make in every sensory channel, and in every internal representational system.

A lot of our training in our ability to make visual distinctions we got from **Milton Erickson**. He is one of the most exquisite visual detectors in the world. He can see things that really are "extra-sensory" for other people, but they are there, and they are coming in through the same senses. In the exercise we did, many of you called me over for assistance, saying "Well, this person doesn't make any eye movements." And you finally admitted "Well, there's some slight movement of the eyes." When you say something is slight, that is a statement about your ability to detect it, not about what's going on with the other person.

An **exercise to increase your sensory experience**, and to distinguish between sensory experience and hallucination.

Experience vs. Hallucination Exercise: Part I We want you to sit in groups of three. One of you we'll call A, one B, and one C. A, your job is detection. B, your job is to practice experiencing different kinds of experience. C is simply an observer, and can also help A and B keep track of what to do next. B, you select, without mentioning anything verbally, three different experiences that you had which were very intense experiences. They can be from any part of your life, but make them distinctive, one from the other; don't take three similar occasions. You can just identify them by dropping inside and finding representative examples, and simply number them one, two, and three. Then hold hands with A and

announce "one." Then go internal, drop out of sensory experience, go back to that time and place, and have that experience again without any overt verbalization. Take a minute or two or three to relive that experience fully.... Then announce "two" and relive it.... Then announce "three" and relive that.... Now there is one incredibly important factor. For those of you who are very visual, it will be imperative that you do not see yourself there, but see what you saw when you were there. For example, close your eyes and see yourself from above or the side somewhere, riding on a roller coaster, just about to go down that first big drop.... Now step into that image of yourself inside the roller coaster and see what you would see if you were actually there riding it. Those are very different experiences. The kinesthetics come in profoundly once you break the dissociation of seeing yourself over there, and put your perceptual position inside your body on the roller coaster. As you go back and find these three experiences and re-experience them, it is important that you do not do it dissociated. You may begin by seeing yourself; then get inside the picture. When you are inside the picture and you feel the experience in your body again as you did before, you begin to squeeze A's hand, thereby cuing them tactually that you are now having that experience. A, your job is simply to observe the changes in B, as s/he goes through the three experiences. I want you to watch skin color changes, size of lower lip, breathing, posture, muscle tonus, etc. There will be many profound changes in B that you can see visually as B goes through this experience.

Part 2 B will do exactly the same thing as in Part 1: s/he will announce "one" and re-experience it, then "two" and "three." But this time A will not only watch the changes but describe them out loud. C's job is to make sure that all the descriptions that A offers are sensory-based descriptions: "The corners of your mouth are rising. Your skin color is deepening. Your breathing is high and shallow and increasing in rate. There's more tension in your right cheek than your left." Those are descriptions that allow C—who is watching as well as listening to your description—to verify, or not, what in fact you are claiming. If A says "You're looking happy; now you're looking worried," those are not sensory-based descriptions. "Happy" and "worried" are judgements. C's job is to make sure that A's descriptions are sensory-based, and to challenge any utterance that is not sensory-based.

Part 3 This time B goes into one of the three experiences without identifying it by number. You just pick one of the three and go into it. A sits there, again observing B, saying nothing until s/he finishes that experience. And then A, you tell B which experience it was: "one," "two," or "three." B continues to run through those three experiences in any order other than the original order, until A is capable of correctly naming which experience you are having. If A can't do it the first time through, simply start over again. Don't tell them which one was which, or that what they thought was number one was really number three; just

tell them to back up and start over again. It's a way of training your senses to be acute.

Part 4 This time B goes into any one of the three experiences again and A hallucinates and guesses, as specifically as s/he can, what the content of that experience is. And believe me, you can get very specific and very accurate. In parts 1,2, and 3 we ask you to stay in sensory experience. In part 4 we're asking you to hallucinate. This is to make a clean distinction between sensory-based experience and hallucination. Hallucination can be a very powerful, positive thing. Anybody who has ever done a workshop with Virginia Satir knows that she uses hallucination in very powerful and creative ways, for instance in her family sculpting. At some point after she has gathered information she'll pause and sort through all the visual images that she has, preparatory to sculpting or making a family stress ballet. She will change the images around until it

61 feels right to her. That's "see-feel," the same strategy as spelling or jealousy. Then she takes the images that satisfy her kinesthetically, and she puts them on the family by sculpting them. That's a case where hallucination is an integral part of a very creative and effective process. Hallucination isn't good or bad; it's just another choice. But it's important to know what you are doing.

The exercise you just did was essentially limited to one sensory channel. It was a way of assisting you in going through an exercise in which you clean up your visual input channel. You also get some kinesthetic information through holding hands. You can do it auditorily as well, and also kinesthetically. You can generalize that same exercise to the other two systems. If you are going to do it auditorily, A would close his eyes. B would then describe the experience without words, just using sounds. The tonal and tempo⁶² patterns will be distinctive and since A's eyes will be closed, all he has is the auditory input.

Notice as you are communicating with a client or a loved one that the responses that you are getting are not the ones that you want. If you take that as an indication that what you are doing is not working and change your behavior, something else will happen. If you leave your behavior the same, you will get more of what you are already getting. Now, that sounds utterly simple. But if you can put that into practice, you will have gotten more out of this seminar than people ever get. For some reason, that seems to be the hardest thing in the world to put into practice. The meaning of your communication is the response that you get. If you can notice that you are not getting what you want, change what you're doing. But in order to notice that, you have to clearly distinguish between what you are getting from the outside, and how you are interpreting that material in a complex manner at the unconscious level, contributing to it by your own internal state.

What's going on in the griefstricken person is this: they make a constructed visual image of being with the lost person. They are seeing themselves with the loved one who is now dead or gone, unavailable somehow. Their response called "grief" or "sense of loss" is a complex response to being dissociated from those memories. They see their loved one and themselves having a good time, and they feel empty because they are not there in the picture. If they were to step inside the very same picture that stimulates the grief response, they would recover the positive kinesthetic feelings of the good experiences they shared with that person they cared very much about. That would then serve as a resource for them going on and constructing something new for themselves in their lives, instead of a trigger for a grief response.

Guilt's a little different. There are a couple of ways to feel guilty. One of the best ways to feel guilty is to make a picture of the response on someone's face when you did something that they didn't like. In this case you are making a visual eidetic picture. You can feel guilty about anything that way. However, if you step outside the picture, in other words reverse the procedure that we use with grief, what happens is that you will no longer feel guilty, because then you literally get a new perspective. It sounds too easy, doesn't it? It is too easy. Ninety-nine out of a hundred depressed clients that I have seen have exactly the same pattern. They will be visualizing and/or talking to themselves about some experience that is depressing to them. But all they will have in awareness are the kinesthetic feelings. And they will use words which are appropriate: "weighed down, burdened, heavy, crushing." However, if you ask them any questions about their feelings, they will give you an elegant, non-verbal description of how they create their depression. "How do you know you're depressed? Have you felt this way a long time? What started this syndrome?" The exact questions are wholly irrelevant; they are just ways of accessing that process. Depressed people usually make a series of visual images, usually constructed and outside of awareness. Usually they have no idea that they are making any images. Some of you had that experience with your partners today. You told them that they were accessing in a system, and they went "Oh, I don't know about that" and they didn't, because that wasn't in their awareness. Depressed people are running profoundly effective hypnotic inductions by seeing images and talking about them outside of awareness and responding in consciousness with only the feelings. They are going to be bewildered about where their feelings come from, since where they come from is totally outside of their awareness.

MHR re: target obsession i.e 'don't hit the telegraph pole'...Many, many people who have weight problems are doing the same thing. They will have a hypnotic voice that goes "Don't eat that cake in the refrigerator." "Don't think about all the candy in the living room." "Don't feel hungry." Most people have no idea that commands like that are actually commands to do the behavior. In order to understand the sentence "Don't think of blue" you have to access the meaning

of the words and think of blue. If a child is in a dangerous situation and you say "Don't fall down," in order for him to understand what you have said, he has to access some representation of "falling down." That internal representation, especially if it is kinesthetic, will usually result in the behavior that the parent is trying to prevent. However, if you give positive instructions like "Be careful; pay attention to your balance and move slowly," then the child will access representations that will help him cope with the situation.

How does someone know when it's time to be guilty as opposed to when it's not time to be guilty? And we said that an example—and this is ONLY ONE example—of how to feel guilty is to make eidetic images of people looking disappointed, and then feel bad about it. There are other ways you can feel guilty. You can make constructed images or you can talk yourself into feeling guilty. There are lots and lots of ways to go about it. It's important with each individual that you find out how they do it, if you want to change that process to something else. If the way they make themselves feel guilty is with eidetic images, you can have them change the eidetic image into a constructed image. If they do it with constructed images, you can have them change it into an eidetic one. If they talk to themselves, you can have them sing to themselves. If you have the sensory refinements to be able to discover the specific steps in the process that the person goes through to create any response which they don't find useful and which they want to change, it gives you multiple points of intervention. The intervention can be as simple as substituting one system for another, because that will break up the pattern.

One woman had a phobia of heights. Our office was on the third story, which was kind of convenient. So I asked her to go over and look out the window and describe to me what happened. The first time she went over, she just choked. I told her that wasn't an adequate description. I had to know how she got to the point of choking and being very upset. By asking a lot of questions, I discovered that what happened is that she would make a constructed picture of herself falling out, have the feeling of falling, and then feel nauseous. She did that very quickly, and the picture was outside of consciousness. So I asked her to walk over to the window while she sang the National Anthem inside her head. Now that sounds kind of silly, except that she walked over to the window and she didn't have the phobic response! None whatsoever. She'd had the phobia for years and years and years. A man who was a Cree Indian medicine man, a shaman, came to a workshop and we were discussing different mechanisms that worked cross-culturally as far as inducing change in a rapid and effective way. If a person has a headache, an old semi-gestalt thing to do is to sit them in a chair, have them look at an empty chair, have them intensify the feeling of the pain, and have the intensified pain they are feeling develop into a cloud of smoke in the other chair. Slowly the smoke forms itself into an image of someone they have unfinished

business with, and then you do whatever you do. And it works; the headache goes away,

The counterpart for this-shaman was that he always carries a blank piece of paper. Whenever anybody comes to him and says "I have a headache, will you assist me?" he says "Yes, of course, but before I begin I want you to spend five minutes studying this piece of paper in absolute detail, because it contains something of great interest for you." The thing in common about those two interventions is that they both involve switching representational systems. You break up the process by which the person is having the experience they don't want to have, by having their attention riveted in some other representational system than the one in which they are presently receiving messages of pain. The result is absolutely identical in both cases. By studying the blank piece of paper intently, or by intensifying the feeling and making it change into a picture in the chair, you are doing the same thing. You are switching representational systems, and that is a really profound intervention for any presenting problem. Anything that changes the pattern or sequence of events a person goes through internally—in responding to either internal or external stimuli—will make the response that they are stuck in no longer possible.

We had a man in Marin, California, and every time he saw a snake—no matter how far away it was, no matter where he was in respect to it or who was around it—his pupils would immediately dilate. You had to be close enough to see it. He would make an image of a snake flying through the air. This was outside of awareness until we uncovered it. When he was six years old somebody threw a snake at him unexpectedly and it scared him badly. He then responded kinesthetically as a six-year-old to the internal image of a snake flying through the air toward him. One thing we could have done was to simply change the content of that picture. We could have had him make a picture of someone throwing kisses. What we actually did was simply switch the order in which the systems occurred. We had him have the kinesthetic response first and then make the picture internally. That made it impossible for him to be phobic.

You can treat every limitation that is presented to you as a unique accomplishment by a human being, and discover what the steps are. Once you understand what the steps are, you can reverse the order in which the steps occur, you can change the content, you can insert some new piece or delete a step. There are all kinds of interesting things you can do. If you believe that the important aspect of change is "understanding the roots of the problem and the deep hidden inner meaning" and that you really have to deal with the content as an issue, then probably it will take you years to change people. If you change the form, you change the outcome at least as well as if you work with content. The tools that it takes to change form are easier to work with. It's a lot easier to change form, and the change is more pervasive.

Some questions that you ask to elicit the steps in the process that people go through: Ask them to have the experience. Ask them about the last time they had the experience, or what would happen if they were to have it right here, or if they remember the last time it happened. Any of those questions will elicit the same unconscious responses we've been showing you here. Whenever I ask a question or make a statement about something to someone here in the group, if you are alert the response will already be made non-verbally much earlier and more completely than the person will consciously be able to verbalize the answer explicitly. "How do you know when you are being phobic, as opposed to when you are not being phobic?" "How do you know?" questions usually will take you to just about everything. People have a tendency to demonstrate it, rather than bring it into consciousness.

If I'm your client and I say to you "My father scares me," do you have an understanding of what I'm talking about? No, of course not. "My father X's me" would be as meaningful. Because for one person "Father scares me" may mean that his father put a loaded .38 to his head. And for someone else it may simply mean that his father walked through the living room and didn't say anything! So the sentence "My father scares me" has very little content. It simply describes that there is some process—at this point unspecified. The pattern, of course, is to be able to listen to language and know when a person has adequately specified some experience with a verbal description. One of the things we teach with the meta-model is that when you get a sentence like "My father scares me" to ask for a specification of the process that the person is referring to called "scare." "How specifically does your father scare you?". "How specifically do you know you are depressed, or guilty, or phobic?" "Know" is another word like scare.

69 It doesn't specify the process. So if I say to you "Well, I think that I have a problem" that doesn't tell you anything about the process. If you say "How do you think it?" initially people will go "What?T But after they get over the initial shock of being asked such a peculiar question, they will begin to demonstrate the process to you, at first non-verbally. They'll go "Well, I just think it." (eyes and head moving up and to his left) Or they'll go "Ah, I don't know. I just, you know, it's just a thought I have." (eyes and head moving down and to his left) The combination of the unspecified verbs that the person is using and the quite elegant non-verbal specification by eye movements and body shifts will give you the answer to the question, whether they ever become conscious of it or not.

If you keep asking questions, usually people will become conscious of their process and explain it to you. Usually people do it with disdain, because they assume that everybody thinks the same way they do, with the same kind of processes. One well-known therapist told us seriously one day "Every intelligent, adult human being always thinks in pictures." Now, that's a statement about him.

That's the way he organizes a great deal of his conscious activity. It has very little to do with about half the population we have encountered in this country.

The word "someone" isn't specified, verbally. We say it's a word with no referential index. It doesn't refer to something specific in the world of experience. However, the nonverbal communication was very specific in that case, and people do the same thing with other non-verbal processes. If you are able to identify things like accessing cues and other non-verbal cues, you can be pretty clear about how something works. People will come in and say "Well, I have a problem" and their non-verbal behavior has already given you the sequence that produces it. So a "How specifically?" question or a "How do you know?" question will usually give you a complete non-verbal specification of the process that the person goes through. Magic /has a very complete specification of how to ask appropriate questions using the metamodel. One of our students taught the meta-model to a hospital nursing staff. So if a patient said "I'm sure I'm going to get worse" or "I can't get up yet," the nurse would ask "How do you know that?" The nurse

70 would then follow that up with other meta-model questions, to help the patient realize the limitations of his world model. The result was that the average hospital stay was reduced from 14 days to 12.2 days. The whole idea of the meta-model is to give you systematic control over language. When we first took the time to teach it to our students, the result was the following: first there was a period where they went around and meta-modeled each other for a week. Then they began to hear what they said on the outside. They would sometimes stop in midsentence because they would begin to hear themselves. That's something else the meta-model does: it teaches you how to listen not only to other people but to yourself. The next thing that happened is that they turned inside and began to meta-model their own internal dialogue. That changed their internal language from being something that terrorized them to being something that was useful. The meta-model is really simplistic, but it's still the foundation of everything we do. Without it, and without systematic control over it, you will do everything that we teach you sloppily. The difference between the people who do the things that we teach well and those that don't, are people who have control over the meta-model. It is literally the foundation of everything we do. You can be bright and witty and sharp and make the most complex, metaphor in the world, but if you can't gather information well, both internally and externally, you won't know what to do. The meta-model questions are the ones that really give you the appropriate information immediately. It's a great tool for that, both on the outside and the inside. It will turn your internal dialogue into something useful. When you use language with people, they assume that all the stuff they are accessing on the inside is the same as what you said. There's so much going on inside that they have no consciousness of the external form of your communication. You can utter sentences of syntax which have no meaning and people will respond to you

as if what you said is completely meaningful. I'm surprised that anyone ever noticed that some schizophrenics speak "word salad." I have gone into places and spoken word salad and people have responded to me as if I had uttered perfect English. And of course you can embed crazy commands in word salad.

As professional communicators, it seems to me to make a lot of sense for you to spend some time consciously practicing specific kinds of communication patterns so that they become as unconscious and as systematic in your behavior as riding a bicycle or driving a car. You need to train yourselves to be systematic in your behavior, which requires some conscious intervening practice time. So that when you see visual accessing cues and hear visual predicates, you can automatically have the choice of responding by matching, or responding by mismatching, or any combination that you can think of. In other words, you need a good unconscious systematic repertoire of patterns for each choice point that you have that's going to come up repetitively in your work: How do I establish rapport with this other human being? How do I respond in a situation in which they don't have information consciously and verbally to respond to my question? How do I respond to incongruity? Those are all choice points. Identify what choice points are repetitive in your experience of doing your work, and for each of those choice points, have a half a dozen different responses—at least three, each one of which is unconscious and systematic in your behavior. If you don't have three choices about how to respond to things that occur in the therapeutic situation, then I don't think you are operating out of a position of choice. If you only have one way, then you are a robot. If you have two, you'll be in a dilemma. You need a solid foundation from which to generate choices. One way to get that solid foundation is to consider the structure of your behavior and your activity in therapy. Pick out points that are repetitive, make sure you have lots of responses to each of those points, then forget about the whole thing. And add one ingredient, a meta-rule which says **"If what you are doing is not working, change it. Do *anything* else."**

Since consciousness is limited, respect that and don't go "Good, I'm going to do all those things that happened in this workshop." You can't. What you can do is for the first five minutes of every third interview every day begin by saying "Look, before we begin today there are a couple of things I need to know about your general cognitive functioning. Would you tell me which color is at the top of a stoplight?" Ask questions that access representational systems, and tune yourself for five minutes to that person's responses so that you will know what's happening later in the session under stress. Every Thursday you can try matching predicates with the first client that comes in, and mismatching with the second. That is a way of systematically discovering what the outcome of your behavior is. If you don't organize it that way, it will stay random. If you organize it and feel free to limit yourself to specific patterns and notice the outcome, and then change to new patterns, you will build up an incredible repertoire of responses at the

unconscious level. This is the only way that we know of to learn to become more flexible systematically. There are probably other ways. This just happens to be the only one we know about now.

In cybernetics there's a law called the Law of Requisite Variety. It says that in any system of human beings or machines, the element in that system with the widest range of variability will be the controlling element.

Frank Farrelly, who wrote *Provocative Therapy*, is a really exquisite example of requisite variety. He is willing to do anything to get contact and rapport. Once he was doing a demonstration with a woman who had been catatonic for three or four years. He sits down and looks at her and warns her fairly: "I'm going to get you." She just sits there catatonically, of course. It's a hospital, and she's wearing a hospital gown. He reaches over and he pulls a hair out of her leg just above the ankle. And there's no response, right? So he moves up an inch and a half, and pulls out another hair. No response. He moves up another inch and a half, and pulls out another hair. "Get your hands off me!" Most people would not consider that "professional." But the interesting thing about some things that are not professional is that they work! Frank says that he's never yet had to go above the knee. Frank trained a young social worker to behave consistently in a certain way and sent her in. The patient went "Well, I'm Jesus' lover," and the social worker looked back and said wryly "I know, he talks about you." Forty-five minutes later the patient is going "Look, I don't want to hear any more of this Jesus stuff!"

There's a man named John Rosen whom some of you have heard of. Rosen has two things he does consistently, and he does them very powerfully and gets a lot of good results. One of the things Rosen does really well, as described by Schefflin, is that he joins the schizophrenic's reality so well that he ruins it. That's the same thing that Frank taught his social worker to do.

"I say 'I can't get angry.' And they say 'Ah, well, what seems to be the problem?'" instead of "What prevents you?" or "What would happen if you did?" By not having the meta-model responses systematically wired in, people get stuck. One of the things that we noticed about Sal Minuchin, Virginia Satir, Milton Erickson and Fritz Perls is that they intuitively had many of those **twelve questions in the meta-model** wired in. You need to go through some kind of program to wire in your choices so that you don't have to think about what to do. Otherwise, while you are thinking about what to do, you will be missing what's going on. We're talking right now about how you organize your own consciousness to be effective in a complex task of communication.

Words generalize experience. But you only need to be offended if they apply to you directly. **One of the main places that communicators get stuck is on a linguistic pattern that we call "modal operator."** A client says "I can't talk about that again today. That's not possible in this particular group. And I don't

think that you're able to understand that, either." When you listen to content, you get wiped out. You will probably say "What happened?" The pattern is that a client says "**I can't X**" or "**I shouldn't X**". "Won't" and "shouldn't" and "can't" in English are all the same. It makes no difference whether you shouldn't or you couldn't or you won't, you still haven't.

If you ask "**Why** not?" they are going to give you reasons and that's a great way to get stuck. If you ask them

"**What** would happen if you did?" or "**What** stops you?" you'll go somewhere else more useful. "**What** prevents you?" or "**What** would happen if you did?" By not having **the meta-model responses systematically wired in**, people get stuck. One of the things that we noticed about Sal Minuchin, Virginia Satir, Milton Erickson and Fritz Peris is that they intuitively had many of **those twelve questions in the meta-model** wired in. Get these from **CHAPTER FOUR OF 'THE STRUCTURE OF MAGIC I'** The Meta-model i.e sensitivity training re: generalisation, deletion, and distortion...as follows:

Sensitivity training re: the linguistic phenomenon / processes of generalization, Deletion, and Distortion, and thus obtain 'well formed in therapy' verbal communications from your interlocutors.

To do this we need to identify what *is* well formed in therapy and what to do when you have identified in therapy a sentence which is *not* well formed.

The distortions, deletions, and generalisations must be carefully 'reverse-engineered' via deeper interrogation and the therapists and client's insights, while taking care not to project your own, or their, invalid data to 'complete' the sentence. (False memories?).

The aim of the interaction / interrogation is to access / re-build the 'full' 'deep' structure the utterance has emerged, incomplete, distorted, or generalized, *from*.

The divergence between the deep structure, and the surface structure, must be bridged, to gain the greatest convergence between them.

Be careful what you project a.k.a 'add' to the clients utterance. Things the client didn't say, but which you added. Your assumptions that were not explicitly uttered by the client. To their vague utterance, you probably added very specific details. Language is 'loaded' with different meanings for different people. Your associations will often be different to theirs. Thus the meanings will not be shared. So ask the client to be more specific to avoid you imposing your understanding / association / meanings upon their utterance, to supply the 'missing' information that enables true communication.

Deletion is a process which removes portions of the original experience (the world) or full linguistic representation (Deep Structure). **Deep Structure** is the full linguistic representation of an impression of objective reality. This is one level of composition removed from 'objective reality'. The initial 'subjective reality' of the client.

One level of composition below this is what the client actually utters as an expression of that 'subjective experience'. This **Surface Structure** often contains deletions. 'I am confused' fails to state 'about what?'. 'I am scared, deletes 'of what?'. 'That hurt', fails to distinguish 'how?' e.g. physically, emotionally, financially, status, prestige, embarrassment?' and 'whom / what?' 'The window was smashed', by whom? How? When? 'I'm scared of confrontations. With whom? About what?

Aim of therapist is to uncover, elicit the missing material, to complete the utterance so its meaning is clear, and the best and fullest representation of the subjective experience / intended meaning of the client.

My parents didn't want me ??? What is missing? How did I come to this conclusion? They told me, abandoned me, beat me, and withheld all affection and praise, though for their own status / ego they talked about me to others as some 'golden child'.

Comparatives and superlatives are special cases of deletions. 'I am less/more the best/worst' ... 'compared to/with respect to whom / what? 'X is the best'. At what? For what? 'That is the hardest' In what way? How is it hardest? Compared to what? What / Who is the benchmark for comparison? MHR television fake perfection? Marketing images? Facebook 'best photos' and 'misleading images that show only my happiest / most successful moments?

'Obviously' and 'Clearly' screams out for 'what criteria are you using to come to that conclusion? What is obvious? Why is it obvious? What assumptions are being made? What evidence is there? Is the assumption valid? On what grounds are they making these claims? To whom is it obvious / clear?

Logicians use the term 'Modal Operators' to refer to implicit assumptions people make, but don't explicitly state / offer i.e. fail to offer well-formed in therapy / logic sentences. These are often generalisations or assumptions / rules implicit in the client's thinking / expression. e.g. 'You have to/ one must / one should ... be careful not to hurt other people's feelings'. Why? What will happen if you don't? Have you ever contradicted this rule? What happened? What happens when you do/did? Elicit the assumed / experienced consequences of complying with this rule / breaking this rule.

Modal operators of possibility e.g. 'It's not possible to / you can't / you shouldn't / no-one can ... love more than one person at a time'. Why? What makes it impossible / wrong ?. What would have happened if you did? Have they ever done so? Has anyone ever done so? What reasons do they have for this statement? What assumptions? Bring out the implicit, making it explicit. Or reveal that there is no basis, in logic, for this therefore 'arbitrary' rule / belief. What prevents you, stops you, makes it impossible? What is their source for this statement? Who said so? Why do they believe this to be true? What reasons do they have to justify this belief? What is the source / basis for this limiting belief?

These cue words correspond to limits in the client's model of the world. Such limits are often associated with the client's experience of limited choice or an unsatisfactory, limited set of options. Therapist will ask questions to recover all this 'deleted' material.

'I can't X'. 'What stops / prevents you from X?' What makes it impossible for you to X? Why can't you X?

X could be 'expressing my feelings', 'speaking in public', 'riding in elevators', 'asking for a pay rise', 'approaching women I would like to date'.

Deletions often limit the client's options / choices, and recovering them, making them explicit, allows us to challenge them e.g. distortions, deletions, assumptions.

Reversing nominalizations assists the client in coming to see that what he had considered an event, finished and beyond his control, is an ongoing process which can be changed.

'I regret **my decision** to return home', treats the decision to return home as a final and unrevokable **event**. In fact a 'decision' has to be constantly reproduced, like a belief, or formal set of social interactions (institution). You must 'keep to it'. You must 'constantly maintain' it. This is an ongoing process. This means that at any moment you can decide NOT to reproduce and maintain it. People need to be made aware that they are assuming any decision is final and unrevokable, when in reality you can always 'change your mind' and revise the ongoing decision to 'stick to the original decision'. The **more precise (well-formed in therapy)** 'I regret **deciding** to return home' opens up the possibility of deciding to leave again. Deciding is a process, not an event. It is an open process that can be changed. This opens up options. It removes the limits implicit in an event that is beyond change now. Thus you free the client of a limiting belief / assumption which was implicit, but not made explicit, and thus open to interrogation / debunking.

Nominalisation is the equivalent of reification in religion, and institutionalization in social interaction, and idolatry in religion / philosophy / Zen.

Event words / nominalisations like failed and decided are derived from the Deep Structure verbs failure and decision. You can have an ongoing failure or decision, but failed and decided are beyond change. They are fait accompli. They are beyond revocation. Beyond change. Fixed. Idolised (as beliefs are often ironically idolized by 'final' prophets). Institutionalised. And from now on functionalists will be investing huge amounts of personal energy and public money into working out what functions they serve, and why they must be forever maintained and financed by the taxpayer!).

Reverse / translate any nominalizations discovered back into ongoing processes. Re-open the question. This is the Zen practice. This is science at its most basic. Skepticism. Remaining open minded about everything. Never assuming we 'know' anything. Thus avoiding nominalisations. Idolatry. Once we've nominalized something, we accept it as 'self-evident', and it tends to deflect any further interrogation, no matter what future impressions, sense-evidence, and discoveries indicate. This is how we get 'stuck' with faulty assumptions. They become implicit, and are never made explicit. Never challenged in light of more recent data, experience, understandings, findings, insights.

Another typical problem is implicit cause-effect assumptions. 'Your lack of respect/ X makes me angry'. 'I can't accept X / that sort of behavior'. 'I can't put up with X'.

What would happen if you reconsidered and decided not to return home? This reminds client that their past decision can be changed, today, simply by revoking it / changing it / no longer maintaining / reproducing it.

Therapist actively seeks to identify violations of one or more of the other well-formed-in- therapy conditions.

Meta-model training exercise to identify nominalisations. Use this visual test to train yourself in recognizing nominalizations. Form a visual image from the sentences. See if you can imagine placing each of the non-process or non-verb words in a wheelbarrow. I, a book, an idol, can be placed in a wheelbarrow but a decision, belief, or fear cannot.

You can also put the word 'ongoing' in front of your word 'X'. If you can NOT say 'An ongoing X', then X is a nominalisation.

Generalisation are imprecise. they exclude all the finer details which would offer greater freedom of action, choice, and options. A generalisation from one unique experience to an entire class of experiences effectively acts as a limiting belief. Rather be cautious around one type of dog, the person has a terror of all dogs. The 'lesson' learned from one particular, narrow experience of a particular dog, is extended to cover all dogs. The lesson learned from being rejected by one

particular girl, is generalized into a belief that all girls will reject you. The lesson learned from the rejection of parents is extended to cover all humans. The coping strategy that might be retrospectively applied to one particular situation i.e that particular dog, is applied to all dogs. The person's range of freedom of choice when confronted with dogs is thus limited to one strategy. Fear and avoidance. They no longer distinguish between all the different types of dogs. All dogs are now defined as a threat. A global threat is insurmountable e.g god hates me, compared to the threat 'a particular person calling themselves a 'priest' told me I am evil'.

All models / belief systems contain generalisations at some level of composition. Dogma. Assumptions that are not interrogated. They are simply taken as 'self-evident', like the 'Deformed Epistemology' of Thomas Aquinas. Or the 'first cause' of Aristotle. This limits what assumptions will be noticed, and thus open to interrogation, and thus potentially de-bunked.

'Everyone hates me'. 'People don't like me'. 'No-one likes me'. May resolve, upon interrogation, to the more precise 'X and Y hated me / hate me'. This already makes the problem more resolvable. It is specific and concrete and amenable to solution. Then you'd want to know 'How do you know?'. To find out what client interprets as 'hate'. What 'hate' really means to the client. What they are really trying to express.

So ask, 'Who, specifically'? The client is then forced to be more specific, and to mentally connect with the deeper structure i.e 'X hates me'. This avoids the globalization to 'Everyone', reminding the client of the source of their limiting belief. That it is in fact very particular. You can now deal with this 'assumption'. And if it turns out to be true, find strategies to deal with it. While treating the rest of the universe as 'friendly', or at least neutral.

Universal quantifiers, e.g no-one, everyone, always, everywhere, everything, **have no referential index**. The don't refer to anything specific.

Simply make client aware of one single event that contradicts the global generalisation, 'So no-one, ever, has NOT hated you?' to disabuse client of the global, limiting, generalisation. Together you will be able to find at least one example of someone who did NOT hate them.

Nobody pays any attention to what / say. You mean to tell me that NOBODY EVER pays attention to you A T A LL? This form of challenge asks clients if there are any exceptions to their generalizations. The purpose of the therapist's challenge to the generalization is to re-connect the client's generalization with the client's full, rich, detailed experience. Ask the client whether he has had an experience which contradicts his own generalization. Ask the client whether he can imagine an experience which would contradict the generalization. The client

says: C: It's impossible to trust anyone. T: Can you imagine any circumstance in which you could trust someone? Or, Can you fantasize a situation in which you could trust someone? Once the client has succeeded in imagining or fantasizing a situation which contradicts the generalization, the therapist may assist the client in opening up this part of his model by asking what the difference between the client's experience and the client's fantasy is, or what prevents the client from achieving the fantasy. Do you trust me right now in this situation? If the client responds positively, his generalization has been contradicted. If he responds negatively, all the other techniques are available, e.g., asking what, specifically, is preventing the client from trusting the therapist in this situation. (d) In the event the client is unable to fantasize an experience which contradicts his generalization, the therapist may choose to search his own models to find a case in which he has had an experience which contradicts the client's generalization. If the therapist can find some experience of his own which is common enough that the client also may have had it, he may ask whether that experience contradicts the client's generalization. C: It's impossible to trust anyone.

T: Have you ever gone to the doctor (or to the dentist, ridden in a bus or taxi or airplane, or . . .)? Did you trust the doctor (or dentist, or bus driver, or . . .)? Once the client has admitted that he has had an experience which contradicts his generalization, he has re-connected his representation with his experience and the therapist is able to explore the differences with him. (e) Another approach to challenging the client's, generalization is for the therapist to determine what makes the generalization possible or impossible. This technique is described in the section on modal operators of necessity. C: It's impossible to trust anyone. T: What stops you from trusting anyone? or, What would happen if you trusted someone? (f) Often the client will offer generalizations from his model in the form of generalizations about another person.

For example: C: My husband is always arguing *with* me. Or, My husband never smiles at me.

Do you always argue with your husband? Do you ever smile at your husband?

If the Surface Structure: My husband always argues *with* me is accurate, then necessarily the Surface Structure: I always argue with my husband is also accurate.

An example of a symmetrical predicate: If you are arguing with me, then, necessarily, I am arguing with you. A referential index shift reminds the client of this fact, namely that blaming another person for arguing with you is hypocritical. It takes TWO to make an argument.

I have to take care of other people, or they won't like me.

If you *do* take care of other people, will they *necessarily* like you? Always ?

Complex Generalization in which one action is assumed equivalent to another, e.g.: My husband never appreciates me. (pauses). . . My husband never smiles at me. The first assumes she can read minds, and know the inner state of another person, without having to ask them. The second requires mere observation, and no mind reading. So you can challenge the first assumption by asking 'How do you *know* that not smiling means he doesn't appreciate you?' And then flipping it to 'Do you smile at your husband?' 'Does *your* not smiling at HIM mean YOU don't appreciate HIM?'.

The therapist should first check to see if the two Surface Structures are, in fact, equivalents in the client's model. T: Does your husband's not smiling at you always mean that he doesn't appreciate you? Here the client is faced with a choice - the client will deny the equivalence and the therapist may ask how the client does, in fact, know that her husband doesn't appreciate her, or the client verifies the equivalence. If the equivalence of these two Surface Structures is verified, the therapist applies the referential index shift technique: Does your not smiling at your husband always mean that you don't appreciate him? The therapist may now begin to explore the difference between the two situations: the one in which the equivalence holds and the one in which it does not. The client, again, has re-connected her generalization with her experience. The overall exchange looks like: C: My husband never appreciates me. . . . My husband never smiles at me. T: Does your husband's not smiling at you always mean that he doesn't appreciate you? C: Yes, that's right! T: Does your not smiling at your husband always mean that you don't appreciate him? C: No, that's not the same thing. T: What's the difference?

Draw client out to be more specific in their descriptions of what, where, who, why, when. Get a more detailed, specific representation. This reduces the 'scope' of the statement and thus avoids generalisations.

X does Y. In what way? Always? When? What exactly? Challenge every assumption (mind reading etc) as it comes up.

Linguistically, assumptions show up as presuppositions of the client's Surface Structures. E.g I'm afraid that my son is turning out to be as lazy as my husband. The presupposition is that the husband IS lazy. This is implicit. So ask 'In what specific way is your husband lazy?

Cause and Effect assumes that one person's actions / some particular circumstance or experience, must necessarily cause a particular emotion or inner state in a/nother person. That person has no choice but to experience that effect. That emotion or inner state. When confronted with that set of situations / that person's particular actions. E.g My wife makes me feel angry. In this Surface

Structure one human being (identified as My wife) performs some action (unspecified) which necessarily causes some other person (identified as me) to experience some emotion (anger). Or, Your laughing distracts me. Both are semantically ill formed as they assume cause and effect relationships. They assume that the stated response is caused by the stated action. As if the responder has no choice but to feel angry, sad, or to be distracted, or bored, or insulted.

I'm sad that you forgot our anniversary. I'm sad because you forgot our anniversary.

/ want to leave home but my father is sick. Implicit is that the 'cause' of 'I' not being free to leave home is his father's sickness. The father's sickness is forcing him to stay home.

He wants something (the X in the general form X but Y) and some condition is preventing him from getting it (the Y). Or the client does not want something (the X), but something else (the Y) is forcing him to experience it. Both are examples of **implied (implicit) causatives**.

Therapists have at least the three choices in coping with Implied Causatives. (a) Accept the cause-effect relationship and ask if it is always that way. E.g / don't want to get angry but she is always blaming me. The therapist may respond: Do you always get mad when she blames you? The client will often recognize times when she has blamed him and he has not gotten angry. This opens up the possibility of determining what the difference is between those times and when her blaming "automatically makes" the client angry. (b) Accept the cause-effect relationship and ask the client to specify this relationship of Implied Causative more fully. To the client's Surface Structure above, the therapist may respond: (How, specifically, does her blaming you make you angry? The therapist continues to ask for specifics until he has a clear image of the process of Implied Causation as represented in the client's model. (c) Challenge the cause-effect relationship. One direct way of doing this which we have found useful is to feed back a Surface Structure which reverses the relationship. For example, the client says: / don't want to get angry but she's always blaming me. The therapist may respond: 'Then, if she didn't blame you, you wouldn't become angry, is that true? or, the client says: / want to leave home but my father is sick. The therapist may respond: Then, if your father weren't sick, you would leave home, right? This technique amounts to asking the client to reverse the conditions in his model which is preventing him from achieving what he wants, or to reverse or remove the conditions in his model which are forcing him to do something he doesn't want to do and then asking whether this reversal gives him what he wants.

If your father weren't sick, you would leave home? This reversal technique has been, in our experience, very effective in challenging the Cause-Effect generalization involved. The client often succeeds in taking responsibility for his

continuing decision to do or not to do what he originally claims someone or something else controls.

Are you saying that your father's being sick necessarily prevents you from leaving home? The client often will balk at this Surface Structure since it blatantly claims that the two events, X and Y, are necessarily connected. If the client balks here, the way is opened for the client and the therapist to explore - how it is not necessary.

Mind Reading. Everybody in the group thinks that I'm taking up too much time. The speaker is claiming to know the contents of the minds of all of the people in the group. If she loved me, she would always do what I would like her to do. I'm disappointed that you didn't take my feelings into account. These two cases of semantic ill-formedness - Cause and Effect and Mind-Reading. Claims that one person is performing some action which causes another person to experience some emotion. The therapist responds by asking, how? Specifically. How does X doing Y cause the emotion Z in A?

In Cause and Effect Surface Structures, the clients feel that they literally have no choice, that their emotions are determined by forces outside of themselves. This is a limiting belief.

In Mind Reading the clients have little choice as they have already decided what the other people involved think and feel. Therefore, they respond on the level of their assumptions about what these others think and feel when, in fact, their assumptions about the others' thoughts and feelings may be invalid.

In Cause and Effect, the client may come to feel guilty or, at least, responsible for "causing" some emotional response in another.

In Mind-Reading clients may systematically fail to express their thoughts and feelings, making the assumption that others are able to know what they are thinking and feeling.

The client's assumed ability to read another's mind and the client's assumptions that another can read his mind is the source of vast amounts of inter-personal difficulties, miscommunication and its accompanying pain.

Even less probable from our experience is the ability of one person to directly and necessarily cause an emotion in another human being.

We label all Surface Structures of these forms semantically ill formed until the process by which what they claim is true is made explicit, and the Surface Structures representing this process are themselves well formed in therapy.

The therapist asks for an explicit account of the process implied by Surface Structures of these two classes essentially by the question how?

This process might proceed as follows: C: Henry makes me angry. T: How, specifically, does Henry make you angry? C: He never considers my feelings. The therapist has at least the following choices: (a) What feelings, specifically? (b) How do you know that he never considers your feelings? The therapist chooses to ask (b) and the client responds: C: Because he stays out so late every night. The therapist now has at least the following choices: (a) Does Henry's staying out at night always make you angry? (b) Does Henry's staying out at night always mean that he never considers your feelings? The client's subsequent Surface Structures are subjected to the well-formed-in-therapy conditions by the therapist.

Pacing and mirroring

Get rapport with another person and join their model of the world, as a prelude to helping them find new choices in behavior via pacing or mirroring

Pacing is matching another person's behavior, both verbally and non-verbally.

Mirroring is the essence of what most people call rapport, and there are as many dimensions to it as your sensory experience can discriminate. You can mirror the other person's predicates and syntax, body posture, breathing, voice tone and tempo, facial expression, eye blinks, etc

There are two kinds of non-verbal pacing. One is direct mirroring. An example is when I breathe at the same rate and depth that you breathe. Even though you're not conscious of that, it will have a profound impact upon you. Another way to do non-verbal pacing is to substitute one non-verbal channel for another. We call that "cross-over mirroring." There are two kinds of cross-over mirroring. One is to cross over in the same channel. I can use my hand movement to pace your breathing movement—the rise and fall of your chest. Even though the movement of my hand is very subtle, it still has the same effect. It's not as dramatic as direct mirroring, but it's very powerful. That is using a different aspect of the same channel: kinesthetic movement. In the other kind of cross-over mirroring, you switch channels. For example, as I speak to you ... I watch ... your breathing ... and I 79

80 gauge the ... tempo... of my voice... to the rise... and the fall... of your chest. That's a different kind of cross-over. I match the tempo of my speech to the rate of your breathing. Once you have paced well, you can lead the other person into new behavior by changing what you are doing. The overlap pattern we mentioned yesterday is an example of that. You join the client in their representation of the world and then overlap into a different representation.

MHR 'reality' is merely your subjective / personal 'representation' of the phenomena we call 'objective reality', which we can never directly measure. A shared subjective reality is a 'social reality', which is shared by the members of a group, to varying degrees. You can share a reality / representation system of the world, a model of the world, with any number of people. If you get a large enough group to 'agree' on this reality, then it becomes 'official', 'orthodox', and 'real'. Alternatives are dismissed by the group sharing this reality as 'tin hat conspiracy theories' and even 'mental illness', 'evil enemies', or simply 'ignorant 'pagan' fools, or worse, maliciously motivated 'heretics' with some underlying, bad, motives. Schopenhauer's brilliant work 'The world as will as representation' and David Hume's body of work all make sense in the context of NLP and 'representation systems'. I consider David Hume the earliest 'psychologist' and NLP practitioner, while ZEN is the oldest philosophical school underpinning ALL of what we call today call NLP. Bandler, and those he modelled, all have naturally adopted ZEN practices, which Bandler calls 'uptime'.

Pacing and leading is a pattern that is evident in almost everything we do. If it is done gracefully and smoothly it will work with anyone, including catatonics. Once I was in Napa State Mental Hospital in California, and a guy had been sitting there for several years on the couch in the day room. The only communication he was offering me were his body position and his breathing rate. His eyes were open, pupils dilated. So I sat facing away from him at about a forty-five degree angle in a chair nearby, and I put myself in exactly the same body position. I didn't even bother to be smooth. I put myself in the same body position, and I sat there for forty minutes breathing with him. At the end of forty minutes I had tried little variations in my breathing, and he would follow, so I knew I had rapport at that point. I could have changed my breathing slowly over a period of time and brought him out that way. Instead I interrupted it and shocked him. I shouted "Hey! Do you have a cigarette?" He jumped up off the couch and said "God! Don't do that!"

In order to pace either of them I'm going to accept their reality. With the college president I'm going to say that "Since he's so intelligent and prestigious he will be able to"—and then I'll say whatever I want him to do. If I go to an academic conference and I'm there with all the people who live in the psychotic reality of academia, I am going to pace that reality. I'll present a paper, because raw experience wouldn't pace their reality. If there was any experience there, it would just go right by them.

81 With the psychotic who believes he's a CIA agent 111 open the door, look back, slip in and close the door quickly, and whisper "At last we got through to you! Whew! I almost got caught coming in here! Now, quick, I only have a few minutes to give you these instructions. Are you ready? We have gotten you a cover as a college professor, and we want you to apply for this job and wait until

you hear from us. You can do that because you've been trained to do it as an agent, right? Do it well, so that you're not discovered and sent back here. Got it?"

When you join someone else's reality by pacing them, that gives you rapport and trust, and puts you in a position to utilize their reality in ways that change it. Non-verbal mirroring is a powerful unconscious mechanism that every human being uses to communicate effectively. You can predict by looking at people communicating with each other in a restaurant whether they are communicating well or not by observing their postures and movements. Most of the therapists I know who mirror do it compulsively. We did a seminar in which there was a woman who was an exquisitely good communicator who mirrored very compulsively. As she was talking with me, I began sliding off my chair, and she literally fell on the floor. If you believe that you have to have empathy, that means that you have to have the same feelings that your client does in order to function well as a therapist. Someone comes in and says "Well, I have this kind of phobic response every time I walk down the street and begin to talk to somebody; I feel like I'm going to throw up, you know. I just feel real nauseous and light-headed and I feel like I'm going to sway..." "If you have to mirror, you're going to get sick. How many of you have ever finished a day of doing therapy or educational work and gone home and felt like you took some of the residue home with you? You know that experience. The statistics show about eight years shorter life span for people in therapy than almost any other profession.

If you work with people who are diseased or dying, you don't want to mirror that directly, unless you want a very short career. People in therapy are always talking about pain, sadness, emptiness, suffering, and enduring the tribulations of human existence. If you have to understand their experience by experiencing it, then my guess is you're going to have a really unpleasant time. The important thing is to have a choice between direct mirroring or cross-over mirroring. With someone who breathes normally, pace with your own breathing. With some one who is asthmatic, pace with your hand movement or something else.

MHR

Intuitive action / autonomic / automatic / trance / without inception-deliberation-intention-will e.g walking is automatic, talking is, when you have muscle memory then dancing is...playing guitar...unconscious handles the details...can operate in trance without attention to...perceive the action...as reaction, as intuitive...like amoeba attraction to food, repulsion from predator, without

consideration / calculation / conscious deliberation / decision or even conceptualisation...

Leibniz's 'monads' are each a mirror of the universe a-la hologrammic a-la Indra's web (Buddhist)

Infants learn to localise their 'self' in their bodies...conditioned...this is NOT their initial / immediate perception...they must first learn to locate the source of pain i.e a pin prick is felt as pain, but the source, the location where the pin is pricking is not self-evident...same for all tactile impressions...initially global rather than local...it is an idea...initially sense of 'one-ness' with universe and omnipotence...hence Yahweh-worthy temper tantrums...and probably source of actual Yahweh metaphor i.e jealous, angry, limitless in fury and vengeance Yahweh as infants temper tantrum...knows no limits to self or own power... but 'learns' to localise 'self' around the 'locus' of its body...as individual and separate from universe...self as locus of perception / experience

N.B that the same electrical impulse travels down the different nerves to produce sight, sound, taste, pleasure, pain...it is a question of the receiver...the receptor...the senses have inputs, but the transmission is the same electrical impulse...with electro-chemical transistors and receptors...apply the same electrical impulse to an optical nerve, an auditory nerve, etc, and get different 'sensation' / impression / experience i.e vision, sound...wires can become crossed and so the person 'hears' light, or 'sees' sound as colors...can 'taste' a color or sound...Synthaesthesia...

POssibly an un/non-extended self merely projects the ideas of a body, brain, material world ... this noumenal self, without form, as the only objective reality...all the subjective 'world' mere illusion ... no space / extension ...idealism...all subjective and generated by mind...a projection / illusion ...Vs realism, which insists an objective reality exists external to mind...a reality independent of the noumenal...MHR an objective reality exists, but we can never know it...pure matter-energy-consciousness that we construct our experienced reality from...i.e our experience is ideal, but based on a real external reality...but if we are the same 'stuff' then it is reality producing/construction an experience...i.e the experience is ideal, the stuff real...only it is just electromagnetic soup of no interest in itself i.e WE are electromagnetic soup...the

hologrammic part of the whole...we being both part and whole...everything being both part and whole...filtering out the 'other' to construct multiplicity of 'selves' and 'others' to experience per se...

Tension and EXtension...Contraction and expansion...duration of vibration i.e of cycles of extension/expansion and contractions/tension...wave forms...made by particles colliding and bouncing off each other...particles produce 'wave' i.e the particles transmit their 'energy' to each other...producing a 'wave' of energy...with the particles NOT travelling far...but transmitting their energy / reproducing the 'wave'...so that the original particles remain in original locus...but transmit their energy to the last particle that receives it...depending on how you look at it you 'see' a wave or a particle...the wave is the energy...the particle the carrier.../vector...

Physics and Einstein...time does NOT exist...does NOT flow...there is no discrete unit, finite, limited, fixed, smallest unit i.e instant of time, distance, duration etc...

Maths is the science of magnitudes...quantity changes quality...

Quality is function of perceiver...receptor e.g same electrical impulse produces audio or visual or tactile sensation in mind... MONAD as white noise / white light...mind as reductive / eliminative EQ sculpting...frequency bandwidths ... each 'perceived' as sight, sound, touch, smell, pleasure, pain, ... brain decodes /constructs as per programs...sense of 'direction' or 'taste'...quality is function of the perceiver...

Quality is pheno-menal...Quantity is Nuo-menal...i.e only quantities objectively exist...the 'quality' constructed from them is Phenomenal...subjective... pattern/quality/meaning/duration all properties of phenomenal ... all require 'memory'...result in phenomena of space, time, past, future, taste, colors, notes, harmonies, touch, sound etc...the objective 'quantity' is 'white noise', 'white light'...

mind experiment...line up every moment in history, present, and future i.e stand 'behind' time, and all you see is one point...like any 'line' seen from its inception point if it is perfectly straight...all you'd see is a point...you'd see the 'thickness' of the line...no 'succession'...no successive points in time, or in the line...in 'length' or 'duration'...just the first moment...the first point...until you change your p.o.v all time is simultaneous and without duration...just a 'moment'...all distance is the actual point without extension...

duration requires memory...i.e idea of past and present...to have 'endured' through time... instants have no 'meaning' or 'pattern' or 'extension'...

Our motives for action are all affective / emotional / pleasure / pain / hope / fear ...

Trance therapy uses Buddha's 'displacement' of a negative symptom e.g fear, with a positive one, e.g calm ... don't fight total syndrome, merely replace final stage with positive symptom e.g allow patient to go through typical / habitual process, then trick unconscious / reprogram final stage...so replace 'abject fear of dentist' with 'total head numb' ... or 'in my favorite-special place'... also offers nominal 'options' and 'questions' which all lead to same destination, but 'stun' 'confuse' 'shock' e.g zen whacking stick...out of habitual / typical / previous program ... generate 'gap' in stream of mental noise / habitual cycles ... and place new positive program in the gap...during 'trance' state...i.e intense focus/concentration/attending/immersion in/on anything e.g voice, gestures, own pain/emotions/state/muscles...breaks the 'train of action'...leaves window of opportunity... 'opens' the 'doors of perception' to something new / different / alternative to displace existing learned behaviours/responses/reactions/affects/symptoms with alternative suggested by therapist, or by the metaphor actor immersed in / focussed on / in trance to / in thrall to...

Mirroring / pacing another person's breathing pattern, and timing your words to match their inhaling and exhaling, and pace i.e speaking faster / slower, can

induce trance i.e by unconsciously getting client to become absorbed in their own feelings / breathing pattern / emotions and then your words / gestures i.e intense absorption like cornering on motorbike i.e Zen moment...this is trance...not about 'relaxation' but about 'absorption' i.e becoming lost and immersed in the now, with no past or future, no 'mental noise'...i.e use the symptom as the lead into trance by intensely focussing client on the symptoms at hand...allows you to 'enter into' i.e enter into-it, to intuit, what parts of your action i.e words, language, metaphors, story, gestures are working to induce trance i.e note as client enters more deeply into the moment i.e trance...fugue...focussing on the here and now...being here, now...

Our awareness / senses are equivalent of EQ sculpting in Audio engineering...Subtractive synthesis in synthesiser design i.e take a total and filter out parts / elements, to generate 'new' sounds, like white light contains all the colors ... Newton's experiments...by subtracting parts of this full visible light spectrum, we generate 'colors' ... from a whole that is pure white or black (no light reflected from a surface)...take white noise generator that produces entire human perception audio frequency 20Hz-20Khz a.k.a 'White NOISE' and subtract frequencies, and generate 'new' sounds...like red, green, blue, etc from 'white' LIGHT...so we get colors, and the sounds of different musical instruments ... our 'minds' filter out parts of the total, the whole, to give 'experience' of a whole spectrum of 'beings' ... idea of individuation / sense of 'self' ... in reality our mind/senses filter OUT rather than 'perceive'...it is about NOT perceiving than perceiving per se...e.g red is 'seen' by NOT seeing all the other 'colors'...the synthesisers 'sound' is 'heard' by NOT hearing all the rest of the 'white noise' that is filtered OUT... and so our 'experience' of color, sound, and individuation , of all our 'life', is more about NOT perceiving i.e FILTERING OUT, than it is about 'seeing' or 'hearing' or 'perceiving' i.e very active, very selective, very limited...thus can imagine / entertain idea that we are all part of ONE entity...one consciousness...a consciousness that has set up artificial 'boundaries' between self and 'other' simply by placing filters within itself..so that the new 'parts' of itself are ignorant about this having taken place, about their unity with the other parts, and now unable to 'perceive' what the others perceive 'individually', or as a whole...so now there appears to be a 'you' and a 'me' and a 'them' and an 'other'...lots of them...simply a division of the whole into artificial parts by use of filters...by filtering out what one part perceives of the whole...of each other...so now we have colors, sounds, individuals...but all that there is in reality is white light, white noise, white energy-matter-consciousness, electro-magnetic soup containing every possible frequency ... the frequency at which your consciousness resonates determines what it perceives as 'real'...where it places 'boundaries' between 'you and I', between 'self and other'... for what it feels empathy and 'love'...

MHR but are experience engines the product of, or producer of, impressions / feelings / pleasure / pain / emotions / affects / desires / motives...

To give impression of authority, trust, rapport, speak from throat (visualise sound coming from throat rather than mouth), stand balanced equally on both feet, use positive tone

Three 'positions' of NLP...First is own p.o.v, Second is others p.o.v, third is 'society's' p.o.v ... which would give my own TROONATNOOR Four positions i.e 'objective reality which we can only speculate about!'...

NLP is about how particular subjective perceptions generate a particular reality for each position i.e self / others...can change these perceptions / model and produce/ lead to more optimal models / perceptions/ ways of defining, seeing, being...more satisfying, more generative/creative, more resourceful, in terms of both processes, and motives/objectives/outcomes... NLP all about process...about 'do-ing' it is NLP-ING...like Zen...no masters, only practitioners...everything you are doing is NLP...it is not about 'having attained mastery' but about 'do-ing'...every 'correction' is a sign that you are actively doing...correct-ing...practising more optimal ways...heading towards more optimal forms...no 'idols' i.e fixed goals...cannot know the goal...only the path...only now...cannot guess what will be revealed ... cannot imagine what is attainable...limited to current p.o.v...so limited...idolatry about 'fixing' goals as if you can know now, what is ideal...as if you can know any-thing at all with the limited 'mind' available to us...the limited consciousness...but action plan...observe happy, satisfied, successful, creative, content, complete, etc people / organisations and interrogate them, to see what elements are contributing to these positive phenomena...see if can identify elements that can be applied by self / others, in similar and different situations...that can be translated into other situations...that can be employed by us all, to improve our subjective quality of life and objective conditions...find more positive meanings / definitions / ways of interacting / social forms / organisational forms / interaction forms / strategies / approaches / including 'self-talk' i.e how talk to self, how relate, how interpret, how respond, to increase our efficacy, efficiency, creativity...to increase quality of processes and outcomes in all areas of life...

My own Eden Protocols, and all my books, especially my 'Optimal Ethics Generator' are all about 'Meta-rules'...they are rules about how rules are to be made...the higher principles that must guide all the practical rules and decisions...to ensure the entire system has integrity of parts...that all rules and decisions reflect back, or out like a hologram, the fundamental meta-rules, the foundation principles...for reality appears to be hologrammic...the parts contain the whole...and anyone willing to see will be able to see how this is clearly the case in their daily lives...we cannot expect a mish-mash of conflicting rules / motives / decisions to produce the optimal outcomes...they will produce friction rather than harmony...conflict rather than generative peace...you cannot have one rule for you, on one day, and another for another, in another situation...this has been tried...and it fails...in fact many will see most social organisation as a deliberate tool employed by a few powerful elite members of the current 'beneficiary class' to ENSURE that the masses are constantly in a state of conflict, stress, warfare, etc a.k.a 'divide and conquer'...playing parts off against each other to ensure that the masses never achieve unity, and then turn on their slave masters...all the while the slave masters are accumulating ever greater benefits from all the wars, conflicts, 'protection rackets', terrorism, 'big government' etc...

If we consider the proposed meta-rule of anarchism i.e do no harm, we can see that ideally we would need very few laws, apart from deciding what 'harm' is in principle, and then ensure it is applied to every 'particular' case without distortion ... but there's the rub...there's the devil in the details...people appear incapable of this... the irony is that if govt. only exists to protect the many from the few 'bad eggs', then it must be clear by now that the govt. itself tends to attract the very worst of the 'bad eggs', making govt. untenable...unless you do, as I have done, eliminate all the possible ways in which 'bad eggs' can 'abuse' govt. to their own selfish ends... of course the idea of the 'noble savage' is laughable...for if people were all good, then they would never have needed to invent govt...which they have done over and over, after every revolution in which an existing 'state' was 'abolished'...it was merely replaced by another...and if people could 'agree' on the meta-rules, they wouldn't really need much in the way of 'convincing' and 'education' and 'social control', let alone 'policing' and 'deterrents / punishments'...so it appears we do need to have meta-rules handed down and enforced 'from above' to bring out the most noble of aspects in the savage, and prevent the 'savage' nature from doing too much damage...

Kant put it well enough, to act as if your own action / decision were to be a law unto everyone... and vice versa would be at least as important...to only allow

others to act / decide in ways you would be happy to be treated yourself...the old golden rule...problem is that people all consider their own situations and selves to be 'exceptional' and 'particular' and exempt themselves from the limits, while seeking to gain as many possible benefits...feeling they deserve more benefits than others (I'm prettier, smarter, taller, had richer parents) while feeling exempt from the burdens (that work is for the slaves, not fit for the likes of me, I'm special)...and even worse, the uglier, dumber people attempting to 'avenge' themselves on the smarter, prettier using the tools of 'society'...to 'cut down the tall poppies'...

Once you have meta-rules (or doom yourself to trying to get others to accept them and act on them with integrity), you need to design meta-games...i.e how to design games / interactions / conflict resolution / economies ... we want win-win positive sum games where everyone who plays comes out a 'winner' compared to before they began playing...e.g the true businessperson (vs speculator / criminal bankster) organises a business so that the people working in it all benefit, and end up better off than before the business person arrived and organised their labor, and the business person also ends up better off...thus each are rewarded for their participation...the problem is that usually the businessperson feels a sense of entitlement to an extremely unfair part of the benefits...simply because they were born smarter, richer, connected, etc... of course all participants, in the 'fair' meta game, will receive benefits proportional to their time, effort, sacrifice, and risk...including benefits for all the 'invisible' time, effort, sacrifice and risk related to education, training, travel, learning a trade, learning a business...often entrepreneurs fail over and over before succeeding (most never do), and so the entrepreneur (in contrast to the mere opportunistic speculator bankster), to ensure they are 'fairly' rewarded / compensated for ALL their time, effort, sacrifice, risk, must receive a much larger share of the benefits when they actually do succeed...than the other participants who had not invested the same time , effort, risk, sacrifice e.g a worker paid a regular wage after leaving school, taking little risk, making just enough effort to keep their position, taking no exceptional risks at work, or in terms of in time dedicated to study / hit and miss attempts at the business / living without income for years / decades to devote themselves to study / training / travel / experimentation etc, is NOT justified in demanding 'equal pay' for themselves and the entrepreneur...for if only one in 100 entrepreneurs succeeds, we must pay that one success AT LEAST 100 times the average workers pay...or something along those lines...I suggest that entrepreneurs, writers, musicians have their 'pay' back-dated to when they first began trying to succeed at what they finally succeeded at...then adjusted for the additional risk, effort, sacrifice etc implicit in working without any guaranteed of reward...and then after enjoying the fruits of their success and being applauded fairly for it, any excess should be placed in trust for them to live off while they

continue pursuing their art, craft, experiments etc and to be free to employ in those experiments to cover the costs etc...for the future...i.e not be taxed unfairly for hte one big hit they managed, after society had left them unrewarded for years, decades before, and then will leave them just as unrewarded if they continue pursuing their art / craft / experiments / business... it is a question of allowing the most able the greatest access to resources for the benefit of all...imposing some fair limits to personal consumption (while rewarding past unrewarded effort risk sacrifice tody and ensuring the continual efforts will be rewarded with the trust fund)... but not allowing people to 'take advantage' of any holistic inheritance i.e reward effort, time, risk, sacrifice Vs pure luck...

N.B today the private sector gain huge public financing for their projects, while taking no real risk themselves...but then greedily assuming ownership of hte profits (while leaving the failed venture debts to the taxpayer), loudly proclaiming that 'they deserve it', they have 'earned' it...'that is capitalism'...that is NOT capitalism...that is crony capitalism...that is corruption...that is lobbyists buying politicians as the employee puppets of their big business puppet masters...the biggest business being finance...the banksters ultimately gaining ownership of all the 'real' assets and businesses without ever adding any value, ever 'earning' anything, ever 'producing' anything...

So the current system is definitely 'rigged' and 'corrupt'... a game in which a few cunning beneficiary class elites play off the masses against each other...so the masses gain nothing, and the elites gain everything...the games are not FUN...they are rarely generative / creative...they are not designed to be...they are designed with the interests of a very few in mind...the elites...the banksters....the Zionists if you will allow me to be more precise in the face of the overwhelming conditioning propaganda you have been placed into a 'trance' with...the externalities of every action / decision favor these elites...no matter how hard it is for the average person to 'join the dots' between what is happening, and how the elites could possibly benefit from it... e.g war for the average person is destructive, costing lives and money, and bringing nothing good...but of course if you own the corporations making the bombs, re-building the destroyed cities, operating on the maimed soldiers and civilians, and gaining control of the resources of the defeated 'enemies', you are going to enjoy HUGE profits... the elites don't have to worry about the masses saying 'no deal', 'we won't deal with you on your terms', because they own the govt that makes the laws...it is not a 'game' or a 'negotiation'...it is LAW...obey or go to jail, have all your property confiscated by 'the state', do slave labor in a work / FEMA camp, or be killed...THAT is the meta-game of the Zionists...THAT is the game you are

'playing' right now...is it fun?...can you decide NOT to play?...what will happen to you and your family...??? Want a better game to play? I offer it to you...But do you really WANT a fair society? Or just to somehow get in good with the 'masters' so they will reward you, and maybe one day you can sit at their table and enjoy their 'good life' at the expense of the masses?

You can work out who is in control of any game by who 'wins'...who 'pays'...where the positive externalities a.k.a 'profits' end up, and where the burden of the negative externalities, the costs, the sacrifices, the risks, the health damage, the war suffering, the poverty, the environmental damage ends up i.e who lives with the negative outcomes and who enjoys the positive outcomes....sure, for a few decades there was real improvement in the wellbeing of many people...but this was just giving the slaves a false sense of promise, to trick them into believing the system was working for them, just long enough until the masters could put a bridle on the horse, chains around the ankles and wrists of the masses, and chains on their MINDS...soon the masters will come out laughing at us fools...by then there will be nothing the masses could do to oppose them..end-game..game over...guess who won?...is THAT the game you thought you were playing? probably, to be honest, only you somehow imagined you'd be at the table with the big boys, enjoying the benefits, and not down in the pit with the masses....or? ...time to be honest ... for 'as you do unto others, so shall it be done unto you'...time to be honest with yourself...what sort of game do you REALLY want?...a fair one for all...or just a good deal for yourself and yours?...if so, you are going to lose, because you have a losing hand...it is time either to start a new meta-game and new meta rules, or accept that you have been 'hoisted by your own petard', and become the victim of a 'clever game' you expected to win and benefit from...

Key to NLP and negotiating / conflict resolution / daily interaction management is to be able to entertain / acknowledge conflicting viewpoints / positions and so be able to re-state each parties positions without 'agreeing' with either i.e to be able to 'entertain' the most extreme positions, seek to empathise with them / enter into their positions and see them as they do, and then re-state them in productive /

generative / creative ways that might lead to solutions, or at least defuse dangerous / volatile / emotionally charged situations...

Rapport is key to all 'winning friends and influencing people' from sales, to mass trance, from the 'bedside manner' of an efficacious doctor, to the 'aura' of a 'Shaman'...sympatico...sympathy...convergence of words with all other forms of communication e.g body language, facial expression, tone of voice, rhythm of voice, timber of voice, warmth of expression, eyes, lips, posture, ... must present a compelling / convergent / consistent / believable / emotionally convergent / 'product' i.e a 'whole'...

Build rapport by mirroring back posture, tone, and even words, without being too obvious...mirror their emotions and arguments, as if you are in agreement with them at some level...this works consciously (by agreeing on something) and unconsciously (by appearing to share the same emotion / mood / tone / feelings on the matter e.g 'this weather sucks' i.e it is bad (agreement on the 'facts') and you don't like it (agreement with feeling about this fact))...should be subtle enough not to be obvious...they must feel understood, and that you care too, and agree with them, before they will be willing to trust you and interact with you...as an ally they can open up to, work with....rather than an opponent they need to defend from / keep secrets from etc...paraphrase their own arguments so they feel understood, and mirror their emotional investment in the 'facts' i.e 'before people will listen to what you have to say, they will have to believe you care about them'...never start out contradicting anyone...never attempt to correct someone from the get go...first mirror / empathise / gain rapport, and then gently 'lead' them in more productive / valid / generative directions...i.e start off angry at what they are angry at, and validate what you can of the facts, or at least re-iterative and paraphrase their grievances...once you have some rapport / trust you can start gently trying to get them to see alternative points of view, de-escalate the emotion ... like first becoming them, in all their fury and rage and anger, seeing the situation from their eyes, ears, and emotional center...then once you have 'entered into them' you can gently 'lead'...like literally entering into their body, matching it to gain entry, and then gently leading from the inside...Vs trying to force things from the outside...the key is that they feel understood, that their grievances have been heard, understood, felt, empathised with...that they have 'communicated' their position ...that you have 'heard' them...really...not just superficially...that you are 'on their side' or at least not their 'enemy'... ask anyone to whom the 'truth' has been denied about how it feels to be told 'no, your reality is NOT real'...especially victims of injustice...it is telling them 'it did NOT happen' , you have NOT suffered...imagine how that feels...being blamed for

something you didn't do, being told that what someone else did to you did not happen...that your victimisers are nice people who wouldn't do such things, that you are either maliciously lying, a bad person, or mentally ill...for that is what it means to anyone in any situation to have someone leap in and trying to 'contain' or 'prevent' conflict without first gaining rapport, validating the reality of the situation with an open mind, taking no sides, looking for the truth rather than just defending your 'colleagues' or 'vested interest group'...people often think they have defused a conflict by denying it...all they have done is re-set the timer for a much larger explosion at a later date...or corrupted the entire system and dooming it to rot and crumble from within sometime in the future...

One way to let a client or other interlocutor to really feel that you 'hear' them, and understand, is to paraphrase them. Like you do to convince a university tutor that you have understood the material you have read. So paraphrase your client's expressions back to them. If you want to increase your tips, as a waiter, then simply repeat back your customer's request, as verbatim as possible. The feeling of being 'heard' is a powerful one. One that tends to lead customers to tip more heavily than they otherwise would have.

Paraphrasing also helps focus the client's mind on their own thoughts and feelings. One way of entering trance is to become deeply absorbed in your own feelings and thoughts. Like when reading a really captivating book or watching a really engrossing film. Or simply watching other people interacting. Anything that captures your fascination. Your attention. Anything that focusses your conscious mind on a very narrow area. Even a patient's pain, or problems, can be a way to focus their mind. Better still, get them focused on something pleasant. Their own body. Their breathing. The pressure of the chair on their back. A pleasant warmth. A pleasant memory. Till they are totally absorbed in a narrow experience. Until their locus of attention becomes very narrow. Freeing up room for the creative unconscious to become active.

Teach client that they can control their own responses to situations. They do not need to experience frustration, irritation, anger, fear, or pain. They can dictate to their own mind how they want to feel and think. With practice. And develop new, more profitable, more creative, more productive and positive habits. They can move from fear to calm, from frustration to pleasant expectancy, from pain to pleasure, from oversensitivity to bliss.

Hyper vigilance is a sort of free floating fear or anxiety without any narrow focus...need to get client to focus on something ...

Hyper awareness leads to tension...need to become more detached, relaxed...

Therapist must avoid own performance anxiety...i.e make it clear that it is not what they themselves say or do that leads to the outcomes, but what the person's own unconscious mind does, when allowed...i.e therapist not responsible for outcomes...so no need to over exaggerated importance of what do or don't do, say or don't say...remain open to reading patient, and going with what works, and moving on from what doesn't...

Time condensation is where you feel you have less time than you actually do, leading to frustration and irritation that things are going too slowly, that you need to achieve more, faster...things seem to be taking too long, leading to anxiety

Can induce trance by getting patient to intensely focus on current state of mind and feelings...to really focus on them...describe them...feel them deeply...express current impressions from environment e.g what can see, smell, feel etc...even their emotional state...even focus on the tension in their own body, in their neck and shoulders...by 'validating' all these things, the therapist builds rapport... a shared reality...and trust... 'they get me'...they validate me...they can understand me...we live in the same reality...we share the same reality...and thus communication is possible...the sharing of realities...of ideas and feelings... aim for an intense focus of all attention on this instant in time, this moment...right now...escape the chain of becoming...just BE...in the now...very Zen...very blissful...be here now...present...break the cycle...break the chain of becoming...be...now...here...escape history...be free to write your destiny...start afresh...be born again...now...

Hearing yourself repeated, your feelings validated, in another person's words, produces a feeling of convergence...validation...as what you hear converges with what you feel and say...very powerful...

Magic is basically employing words and gestures to achieve a desired outcome...namshubs...NLP tools...the tone, rhythm, style, positive expectations, authority of the actor, willingness of the participants to 'accept' i.e. trance state equivalent to what was previously referred to as 'self-hypnosis' and 'hypnotic state' and 'susceptibility' etc...can sway, manipulate, suggest, lead, influence, convince people of something, including that they have been 'healed' or the 'shaman' has 'power', or to perceive actual reality in alternative way, or perceive things that are not present except in the imagination of the participants...i.e. you can use NLP tools to enter the consciousness at a point between the sense organs and the brain centers where 'perceptions' are constructed from the input of the sense organs...i.e. add or subtract from these inputs... while black magic works in opposite way i.e. dark thoughts, moods, music, impressions, and negative self-talk, self-sabotage...n.b. propaganda and marketing manipulate on both levels e.g. construct fear of non-existent threats, make people feel vulnerable and weak and therefore needing 'protection' and 'security' from 'the state' etc...willing to give up privacy, freedom, lives, money, in return for this 'protection'...can direct at conscious and unconscious levels i.e. construct actual real threats, but then build on them, extend them over time and space e.g. blow up WTC then expand 'threat' to entire nation, every moment...

Ideal of NLP and all spiritual / zen ideas is to move towards, ever closer, to the person / being you'd choose to be if you had a magic wand / magic toolbox...affirms need to put own oxygen mask on first / take log out of own eye, before seeing to 'helping' others...idea of holistic / ecological approach i.e. congruence of all parts, integrity of all actions / thoughts / being / seeing / doing / defining MHR this is weakest point of all systems i.e. they must be applied to humans for whom integrity / principles / holistics / ecological thinking is alien and not even desired i.e. people latch onto any 'promise of personal benefit' and shrink away from carrying any 'fair' share of any burden / cost / sacrifice...all wish to be free riders...opportunistic rather than committed to any principles...will become legalistic and always see own advantage as a 'special circumstance' deserving 'special exceptions to the rule'...so that soon any idealistic / principled / ecological / holistic principle becomes atomised, fragmented, legalistic, and the simple 'golden rule' becomes endless tomes of 'legal codes' written to allow 'loopholes' for 'special interests' and 'privileged groups' i.e. written by and for the beneficiaries of the loopholes...soon any aware person bound to become cynical about 'law' and 'morality', seeing all the incongruities of the supposed 'principles'... an ethical principle can only guide us if all the parts of our systems re-inforce it...are mutually reinforcing, without 'exceptions' but always with compassion and goodwill...patience...but 'victims' are human and desire 'revenge'

rather than 'justice'...and for each person, they and theirs are 'special' and 'more' deserving of 'justice' i.e case law, precise exceptions that grow and grow as more and more added...

integrity is the difference between a smoothly running motor and a messy, oily, smelly, useless heap of bits of metal...

Harmony of parts i.e all integrated into whole, produces 'ease'...Vs 'dis-ease' of internal inconsistency i.e same as 'compelling' arguments...incongruence / lack of integrity, dooms machine to destroying itself via friction and resistance...as it dooms a person to dis-ease and death, a social system to collapse ... at first appears as lack of efficiency in organism / organisation / system...then resistance of parts now no longer moving as a whole, in harmony with each other, lead to the machine destroying itself...to organism cannot fight off pathogens that are usually no threat to its survival and health...and the society ceases 'functioning' i.e the parts stop servicing each other, lubrication dries up, friction and grinding occur, parts break, other parts dependent upon them also break, and soon the entire system / machine grinds to a noisy halt... for a time the other parts can work harder and push harder and try to compensate, but the system was dependent upon internal co-operation and harmony, and the surviving mechanisms cannot take up the strain for too long, they are over-burdened...like a noetic structure or belief system or society...double-binds emerge i.e conflicts between what people have been told is true, and what they experience...what is 'necessary' and what appears 'unnecessary', AND undesirable...cognitive dissonance emerges...people first deny the conflict of 'knowledge'/'conditioning and their actual direct experience...or conflicting 'views' being expressed around them...e.g the government is there FOR us, vs the govt. is now our enemy...vaccines are to protect us VS they are being used as a vector/delivery system for pathogens / toxins etc...

where objectives / actions within a system are incompatible, they produce conflict, and strain and weaken the system...produce costs and reduce benefits...

Must remain open to new ideas, perspectives, views, points of view, and keep total system OPEN rather than dogmatic i.e to gradually adjust to new information rather than deny it, and try to push on despite it, merely delaying the need for change, and often delaying it till the conflict is so great that crises begin

exploding...and so the change will occur, but at a much higher cost than it could have been dealt with if acknowledged earlier, dealt with, incorporated, accommodated i.e a re-adjustment of an existing whole, rather than a destruction of that existing whole at huge costs of suffering, losses, lost benefits, etc...and the requirement to build again from scratch...with every likelihood, due to a rigidity remaining from before, and a the notion of 'the end of history' and 'this is the perfection of society' and 'I am the last prophet', that the cycle will continue repeating...nothing having been learned from the earlier experiences...everything being blamed on a 'those ignorant past people' or a 'failure to properly execute otherwise valid principles correctly' i.e same old shit, new faces ... it's not the idea but the execution that was to blame...some 'evil' people 'corrupted' an otherwise perfect system...so the same thing will happen over and over...with new beneficiary classes emerging, or just the same old ones, with new members...same old shit, new slave masters...

To have 'authority' and become 'trustworthy' 'rapport' must be built up / established / strengthened / continued / expanded in time and space e.g one 'miracle' or 'success' can be extended into a 'god-man' status...requires integrity of all parts i.e cannot risk sending any message / signal that contradicts 'authority' i.e figure must be seen to be right at all times in all contexts...perfect...your propaganda / marketing message must be consistent and 'perfect' i.e ads with perfect people, perfect weather, perfect solutions without any conflicts or tensions or doubts e.g 'the end of history', a final solution ... the product or person being presented in the same context as the solution and by association becoming unconsciously linked to that solution, and hence one with it...finally appearing to be the solution incarnate...the saviour...the godman, the leader, the prophet, the messenger of angels/gods/spirits, ...

Focussing on outcomes leads to bridge between what is and what you want to be...i.e seek resources, act resourcefully and generatively to generate solutions / means to attaining outcomes i.e purposeful action...must define desired outcome so know when it is attained...and when moving in right direction i.e need to recognise each step in attainment, reward each step, break down objectives, so know when on right track, rewarded and motivated to continue especially when final desired outcome will take a lot of time, energy, resources, sacrifices, risks etc... once established desired outcome, visualise it in detail...describe it clearly and concretely...so all share this vision as if it is already attained...i.e program unconsciously to attain it...then work backwards ... reverse engineer from it back to present...

Key to convincing others is first having convinced self, without reservations, without doubts, without unresolved conflicts e.g guilt of success / leaving others 'behind'...etc...so you have complete integrity in your presentation...leaving no question or doubts as to your own commitment to the vision i.e confidence will be radiated, infective...but any inconsistencies / doubts etc will tend to ruin the perfection...you will unconsciously express them in your gestures, tone, face, posture, words...must resolve internal conflicts first...overcome any personal internal resistances,

The map is not the terrain...all our ways of defining can never be more than metaphoric...we must accept this and embrace it...not imagine we can ever 'Know' anything with certainty...thus avoiding 'dogma' and rigidity in our ways of thinking, and responding to the moment / 'reality' as it appears...we must seek, as I wrote in T, to draw the best maps we can, compare our maps, seek to improve our maps, and never confusing a map with the terrain...never assuming 'the end of history', that we can have a 'final prophet' or 'the last word', or the 'definitive' answer to any question...i.e true Zen...open-mindedness...question of models and heuristics, and programming our unconscious to become more and more convergent with 'reality', with more optimal models and definitions, heuristics, best practise, modelling of best practise, definition of more optimal outcomes...without ever imagining we can 'pin down' reality, and 'end history' or 'have the final word' on anything...Dogma must be identified as such, and labelled, and we must all treat dogma with skepticism, finally rejecting the idea that we can 'know' anything with certainty...remaining open minded to conflicting / different ideas, flexible, able to re-shape our noetic systems, re-model our models, adjust our perceptions, admit our errors easily and willingly as a sign of strength rather than a show of weakness which our 'enemies' will readily exploit to their own advantage...

Better to decide what 'enough' is, than to continually seek out excessive satisfactions, and find yourself eternally dissatisfied, expecting to find 'happiness' at the 'next level' of the hierarchy, pay scale, weight level, level of attainment or achievement, degree, job, promotion, home, partner, child, etc ...

Our minds can temporarily store 7 ± 2 items of information i.e memories...so try to 'chunk' data meaningfully so you get more information in those 5 to 9 items that can be easily recalled from short term memory...held in short term memory...i.e bigger chunks...more value in each chunk...can 'chunk down' from whole to parts, if store whole, rather than parts...or 'chunk sideways' by

association i.e remember one thing that will, by association, lead you to easily recall all the associations...using simile, metaphor, analogy, free association...

For affirmative willing to be effective, it cannot be conflicted i.e conflict between desired outcomes, and externalities of those outcomes e.g you desire success, but fear harming others self-esteem, or desire a career, but fear harming your children...have to make sure you have actually resolved these conflicts positively i.e do not let them linger in non-conscious mind where they can sabotage you...e.g ensure you fail, so that the undesired / feared outcome associated in reality or imagination with the realisation of a desired outcome, is never realised ... this relates to 'guilt' of outdoing own father, or neglecting own children, of 'shining too brightly', and other fears associated with 'fear of success'...

Once have goals can affirm whole-heartedly, and have resolved the potential conflicts of interest, vividly imagine having attained the desired state / condition / outcome, with every sense...and then reverse-engineer the final state back into steps, breaking down the objective into attainable sub-objectives...and whenever face obstacles, return to that vividly imagined state / condition / situation in your mind, to re-invigorate you / motivate / give a boost...make the vision real and motivating...

Remember that people who don't make mistakes make nothing...and that you have not failed until you have given up...define mistakes / errors / setbacks / failures as positive feedback that is redirecting your energy / focus / attention ...

Be disciplined in acknowledging every small success in some concrete way...reward yourself...so you enjoy the process, and have many small satisfactions to look forward to along the way

Must always be convinced, without conflict of interests, with complete integrity, that what you are trying to achieve is worth achieving (the vividly imagined outcome as motivation), that you are worthy of achieving it, and that it is achievable....

The unconscious, all the processes that you do not consciously engage in, either verbally or in some other form, only works on Positives...this accounts for 'target obsession' in which drivers manage to hit a telegraph pole even though it takes up maybe 5% of the space the car is moving towards...i.e when you focus on what you DON'T want, i.e imagine hitting the pole, and tell yourself NOT to hit it, the unconscious, which is responsible for co-ordination ALL our physical actions (just try to consciously manipulate the fingers of your hand, and don't confuse willing the action with performing the action...like a boss telling their workers what to do...) only 'hears' and 'sees' 'pole'...it does not understand Do NOT hit the pole...it is being fed only 'Pole' Pole...hitting pole...and so key to NLP is that we must frame all our thoughts in the positive i.e what WANT, rather than what do NOT want...like Buddha suggesting we replace negative thoughts with positive ones, rather than trying to deliberately erase negative thoughts i.e displace negative with positive, rather than trying to stop, avoid negative... e.g don't think 'I will stop smoking', rather think 'I will be healthy' and 'I will take a walk or listen to some great music when I need some satisfaction / a break from work i.e replace one pleasurable desired activity with another one...framing all desires in the Positive...what you DO want...not what you DON'T want...so that you don't confuse your unconscious mind with images and outcomes you do NOT want...

In sales they train you to 'overcome objectives' of the potential buyer...you need to do this with yourself...to ensure you are not conflicted...i.e you want to do something which would take you away from your children for some time...you feel guilt at this ... this is an objective you must overcome...find a solution that allows you to achieve your ends, without sacrificing your children, losing satisfying family time or relationship time...make a realistic plan of how to optimise...to ensure you get the best of both worlds...you can't have everything, but you can find the optimal which allows you to satisfy conflicting desires...and produce a positive sum game from the conflict i.e externalities that are desirable and undesirable exist in all decisions...

Make the positive affirmation that 'I am becoming more and more like what I want to be...I am getting closer and closer to where I want to be...rather than feeling depressed because your goal seems so far away...break down the climb into stages, and reward yourself and celebrate your achievement of each stage along the way...

Buddha spoke of 'remembering' rather than 'learning'... NLP talks of acting as if you have already attained the desire, and feeling all the positive associated

feelings...and thus programming your mind to generate all the requirements for attaining the condition in reality...like deliberately trying to march ends up with you 'square gaiting', and worrying too much ruins your performance (stage fright), or overthinking something ruins it, or has you missing a 'shot' you can easily make when you are relaxed and let your unconscious muscle memory do the work for you...you can sabotage your unconscious...confusing it with negative and positive desires, fears and hopes...it cannot distinguish between the two...it exists 'beyond good and evil'...it does not know the difference between the images you construct for it...it just sees the images...it does not understand NO, and DON'T, and BAD...if you fixate on the pole, you will hit it...so fixate on the gaps between the poles... in everyday life this means always thinking in the positive...not being a mindless optimist and lying...but finding the positive way to frame any thought. e.g I hate this noise Vs I love it when it is quiet, how can I get some quiet around here...I failed Vs I learned what does NOT work and can now change my approach or 'I gained some valuable experience which I can employ towards getting what I am aiming for'... i.e always be authentic, don't pretend you love your noisy neighbour, or love failing...don't distort reality...be real...just find the positive way to respond to things, rather than knee-jerk frustration / irritation / negative / destructive reactions...

You have to program yourself to believe in yourself...in your aims...in their value...in their desirability...in their attainability, for your unconscious to believe in it, and to accept that you really do want it...so you cannot be conflicted...send clear messages...I will get that job / promotion / diploma, and I will ensure I have time for my family by doing X and Y...then the unconscious is clear that it is good and desirable and not confused...like rubbing a puppy's face in the mess it has left, the unconscious has no idea of BAD...better to reward the puppy any time it does it's business where you want it to...animals are more unconscious than we are, so think of that puppy when you are neurolinguistically programming your own unconscious for success...

You cannot afford self-deception...it will fail...you must be honest about your goals, the costs, the benefits, how you will deal with any undesirable consequences...convince yourself that it is good and do-able...you must eliminate all forms of cognitive dissonance i.e conflict between what you are doing and thinking and the goal...

NLP originated from attempts to find out how successful people became successful, their habits of mind and action, in order to model them, so that others

could copy these habits, and attain the same success...e.g achieving the same level of ability in a sport, business, or your romantic life...the idea that some people are 'born naturals' and that if we pay close attention to what they do, how they do it, how they think, their daily habits, etc, we can all model our own behaviors on them, and, through work and effort and application, achieve the same levels of success in whatever field e.g sporting ability, sales, winning friends and influencing people, business, etc etc...

But NLP also encourages us to use our own previous successes as models...if we achieved the desired outcome once, how did we do it? How are we doing it differently this time? What did we do the times we were successful? or felt happy? or felt satisfied? And then model our behavior on our 'hits', making those behaviours habitual...like Plato / Socrates, disciplining ourselves to learn and practise good 'habits' a.k.a 'ethics' i.e behaviors and ways of doing and seeing and being that produce desirable states / outcomes / conditions / relationships...

Note that many people from working class backgrounds have been conditioned and even explicitly told not to brag, not to express joy at their own achievement or good fortune, for fear of offending others, arousing envy, and the malice of their peers...the idea that a tall poppy / tall timber casts a shadow on those around them...blocks out the sun for all...makes others feel inferior, damaging their self-esteem...etc...so many of us are conflicted about success...sabotaging ourselves unconsciously...for we have conditioned our unconscious mind into an aversion to success, for fear of the negative consequences of envy, etc etc...even of 'harming' others by succeeding ... Freud saw this fear of being more successful as your own father as a basis for sons sabotaging their own success, unconsciously....or at best feeling consciously conflicted about success, without understanding the basis of it...it reduces to the infantile desire to 'replace' the father in his role as the mother's lover a.k.a Oedipus complex...and thus unconsciously is associated with murdering the father...which the unconscious will avoid by sabotaging the son's success... so those of us from such backgrounds where success is frowned upon at some level, have to re-program our unconscious...and consider that while bragging about our own success may be in bad taste, and potential harm others, that does not mean we are obliged to put ourselves down, or exaggerate our weaknesses / failures...

The origin of the word 'Education' is from 'Eduso', meaning 'to draw out'... akin to the Buddhist idea of 'remembering' Vs 'learning'...

NLP recognises TROONATNOOR...that we construct all our meanings...that some objective reality exists, but that is is merely the ingredients we combine to form our own subjective experiences...our subjective and social realities... and thus ALL LANGUAGE IS METAPHOR...we can NEVER describe objective reality...we say and feel that is is so and so...we consider all things metaphorically...we must always keep this in mind...we can only relate to our own perceptions, feelings, pleasure, pain, affects, emotions...we must try to empathise with others views / experiences of the world...and never dismiss those that conflict with our own, out of hand, just because we cannot relate to them...we must seek to relate to them... and know that we can change both ours and theirs...this is the basis of NLP...to construct more positive personal and social meanings / relationships / ways of being and seeing and doing...

NLP distinguishes between binary (digital) and analog ... binary is either or, Vs analog which is '50 shades of grey' i.e a continuum, flowing, smooth, constant Vs discrete moments / locations / properties... we have to operate in the analog...and avoid the binary...as Nietzsche would say 'move beyond good and evil'... the apple in the Eden story fixated us with ideas of good and evil which do not occur in nature, but only in our own minds / emotions...i.e good is pleasure, and that associate with it...bad is pain and that associated with it...

Digital/Binary is made up of zeros and ones, presence and absence, something and nothing, either / or... we all know that films are made up of still frames, and yet we allow ourselves to perceive flowing, continuous move-ies...many of us know that digital recordings are made up of discrete 'samples' of a waveform at a particular time in its development, or that our computer images are made up of discrete pixels and visual 'samples'...rather than being continuous... a major question for philosophy / mathematics / science is whether we can reduce any analog continuum down to a 'smallest unit'... memory is key to our experience...short-term memory...and long term... to recall where something WAS is key to the idea of movement, it now being somewhere ELSE...but how does it get from A to B? What is the smallest unit of time? of movement? of space? is there one?

We perceive change...and we perceive it as continuous, when in fact all our recording and reproduction techniques involve breaking down analog continuities

into discrete, dis-continuous 'samples', whether as frames in old analog film, seconds on a clock, or 'samples' in the digital age.

We need to develop 'safe rooms' in our own minds...by vividly imagining / recalling states of mind that are desirable e.g favorite memories of times you were happy and felt free and calm...or imagining future ones ... so vividly, as a matter of habit, that at any moment you can recall them, with all their associated muscle memories, and thus remove yourself from a negative mindset to that positive one...during moments of stress / irritation / frustration and even crises, like the buddhist monks on fire, but perfectly calm...these joyfull 'places' can then be entered at will, no matter what the external environment or 'objective' reality...for in reality all we 'know' and 'feel' as 'real' is subjective...inside our minds...and we can use this knowlege to our advantage, rather than disadvantage...first we must replace negative 'unsafe rooms' in our minds house, with positive, safe rooms...by reprogramming our unconscious...to break old cycles that are destructive and self-defeating...those learned in infancy...for those of us unfortunate enough to have had less than ideal early experiences of life, and others, which programmed us to see ourselves and the world in sub-optimal ways...in this sense NLP is RE-programming...and learning how to optimally positively program our next generations...

Even a steamroller can kill you, slow as it is...first it 'fixes' you on the spot with awe / fear / terror...catching you in a 'trance state'...distracting you from the obvious need to move...then it has an item of clothing, and you cannot escape...then slowly it crushes you

Currently dysfunction symptom (in context of present situation), was in fact (the best, at the time) functional response to a past situation...the situation has changed, but the 'symptom'... the 'response' which has become a habit...remains...and has become, reflexive of the changed situation...dysfunctional...remind self 'you survived that'...but now situation changed...regress to time before the 'situation' arose...then work through that situation with all the resources you now have, as an adult, and with the tools and awareness, the 'potential responses', now available to you...re-live and work through that past interaction / situation with more successful strategies...don't blame 'actors'...in fact empower the actors whose actions so damaging to you with the same resources, so that when you re-live the experience, this time THEY also behave more functionally, appropriately, and so you now have a positive outcome ... and so 'flush out' the engram...or more importantly, as a Buddhist would say, 'REPLACE' the negative engram with a positive one...one which is a resource rather than a liability...an asset...a history of success to build

on...reverse its charge / valency from negative to positive...and become the person you would have been, had you and the other actors had the resources they had then lacked...communication skills...understandings...educations...etc...

In any case must recognize that you survived...you are here now...so your response was functional...just not optimal...so re-define what you define as a 'failure' on your part, as in fact proof of your ability to survive, to overcome...you are a survivor, and not a victim...you are a success, and not a failure... but now you have more optimal tools, resources, understandings, and 'habits' to replace the ones that let you 'survive', in their 'Beta' stage, but which you can now safely update to a more optimal **'You 2.0'**.

Mirror a 'patient's' breathing pattern at first, then subtly 'lead' them to a more optimal breathing pattern of relaxation...

We all have a basic need to feel we have been 'heard'...to express ourselves...no longer alone...that we can express our genuine, authentic self, and still experience approval and acceptance.... We harbor unconscious fear of rejection and abandonment...loss of face...loss of status...loss of benefits of social interaction...ideally we will experience validation / agreement ... so therapist must first enter into the other...experience interaction from their p.o.v, validate it from this position, understand it...empathise with patient...so now in position to tailor insights towards how they experienced, and experience, the world...now in position to actually communicate... 'validation' of their experience is about 'entertaining' their p.o.v as valid...giving their p.o.v a real chance at being 'reality'...never dismissing it no matter how bizarre it appears in relation to your own experience...entertain rather than believe...suspend disbelief...be on their side...see it as they see it...entertain their own definitions, emotions, responses, ways of interpreting and experiencing what they are sharing...validate the reality of their experience for them, rather than imply they are distorting, lying, cheating, manipulating, spinning, from the get go...need to get in step with them...let them feel 'heard' and validated, and still approved and accepted...like mirroring breathing, posture, tone of voice, how loud or soft they speak, their agitation/excitement/anger/frustration/irritation... then gradually lead into more productive, positive, generative alternatives, by offering resources, skills, insights...

Trance is a natural extension of daydreaming, getting lost in a reverie, a fugue, being totally distracted from the previous chain of existence so that you exist

outside of it ... very Zen...mindlessness...emptiness...so focused on something of interest that you lose all sense of 'self' and 'history'... therapeutic trance is about deliberately constructing/choreographing such moments so the patient can escape a 'negative cycle', to 'de-potentiate' the current dysfunctional ways of being and seeing...to break the cycle...break a dysfunctional habit...and introduce new, more functional, positive, productive, generative habits... in this state, the unconscious is free to remodel the mind...you can access the power of the unconscious...you've broken the continuum...formed a 'free space' where anything can happen...something different...rather than continually reproduce the old cycles...the old habits...the old definitions...the old ways of being and seeing...often this is why a genuine 'crisis' in someone's life proves to be the positive turning point in their lives...it pushes them to give up the old and, as the old doesn't work...forcing them to consider something new...to try something new...to take a leap into the unknown...

Fear of this unknown usually makes the known more acceptable, tolerable...better the devil you know? ...we often hand onto past bad habits for fear of the unknown...also the habit, the neurotic, psycho-somatic symptom may have originally brought with it positive outcomes, like the attention of our parents, or avoidance of something unpleasant / undesirable...like being sick forces parents to pay attention to you, and gets you out of a school exam, or some event you don't want to participate in...even being overweight and so on can be an unconscious avoidance strategy...we need to ensure any changes we seek to make integrate well...are consistent...e.g we will need to overcome a fear of being sexually attractive before dealing with any weight issues...or are we punishing ourselves for some perceived sin of the past by making ourselves unattractive?... And what if we have clung to the hope that 'when I'm slender, everything will be great', and fear testing this belief...what if after I'm slender, I still feel this crap...I will have lost that hope I once had, that I had clung to...the light at the end of the tunnel that made life bearable...tolerable...gave me hope...then I would be completely hopeless...what if my problems are much bigger, even more unmanageable... if I remain overweight I won't have to face that situation...

Therapeutic trance is evolution of 'hypnosis'. Not the same thing. Hypnosis misunderstood by most people.

Have to be warned about 'false memories' being produced by 'suggestions' from the therapist... 'leading questions'... desire to please therapist by 'agreeing' and then later 'believing'...

Patient is always in control...they decide when and if and how deeply to enter a trance...therapist is there to facilitate the patient into entering a trance, so their own unconscious can work its magic...nothing can happen without the patients agreement...it is not what the therapist says or does that determines the outcome, but the patient's own unconscious mind...the patient is at all times free to accept or reject the therapists suggestions...it works only with the patients consent...reassert patient of this fact...they will do nothing they don't unconsciously want to do...no need to fear abuse / mind control ???

MHR have to generate expectations of success...faith in power of own unconscious mind to generate unexpected / novel, successful, positive outcomes for self...have to give patient belief in power of unconscious mind...so use 'tricks' to 'prove' or 'establish' this as fact...as belief...tell therapeutic stories / full of therapeutic metaphors... in which the narrative demonstrates the power of the unconscious to achieve dramatic results...reveal nature of mind itself...e.g how two different 'personalities' in a 'split personality' person will experience the world differently, e.g where one has allergy to a thing the other not allergic too...i.e establish power of unconscious to work without conscious awareness of what it does, or understanding how it does it...that belief in the efficacy of something often, 'magically', produces the desired outcome e.g placebo effects...30% of people will respond to a sugar tablet as if given morphine...and a certain percentage of people won't respond to actual morphine, as they don't 'believe' it will work for them??

The process is the outcome...no Zen masters, only Zen practitioners...ethics is about optimal habits...reproducing more optimal habits...replacing sub-optimal habits with new, more optimal ones...habits of thought e.g beliefs, self-talk, definitions of good and bad etc...habits of actions... in both cases often unconscious and once made conscious of, brought to your attention, e.g you don't pronounce 'th', you say 'f'...empowered to replace old habit with new habit...make a new thought, definition, way of being and seeing, and acting, habitual...unconscious...like a sportsperson learning a more optimal way to hit a ball, pass a ball, kick a ball...so that it becomes a new, more optimal, habit...learning habits of successful people...more efficacious people...happier people...more capable / resourceful / creative people...

To determine if a person is more kinetic (touchy feely) or affective (emotional) or logical-rational, or auditory, or visual, ... etc...listen to how they describe things...their posture...their 'accessing cues'... what senses appear to dominate their recollections of past events...what makes something more or less 'real' for them...get them to compare something everyday and normal that they are sure happened...like this morning they shaved...and compare that with something they only imagined...keep that imagined action within the range of normal, likely, common, consistent (with their normal lives, personality etc)... so if they wouldn't normally do X, don't ask them to imagine that...get them to imagine something that could easily have really happened, but didn't...e.g imagine that they had a third cup of coffee this morning (if they often do that, but in fact didn't, this morning)...and then watch them as they 'remember' / 'recall' the real and the imagined...and ask them what makes the recollection of one seem more real than the other e.g lack of smell recall, lack of recall of heat... i.e one 'memory' is only visual, without any other sensory recalls...whereas other full of details like heat, taste, smell, burn't tongue on coffee, felt good...worried about having to use a toilet on the way to work etc...now you can establish which senses dominate this person...which you can appeal to most strongly to unprogram dysfunctional habits of thought, behavior, response etc, and then to re-program with more functional / generative ones...to allow unconscious mind to do this... Once you have established their dominant way of perceiving the world, you can tailor your communications to this dominant sense...e.g when they imagine music, do they hear it, or imagine a dancer? ...

All this is to develop 'rapport' or 'empathy' with the client...to gain their trust...to make them 'open' to what you have to say...open to the ideas you suggest...it will be up to them to choose which ideas / suggestions to act on / accept...but first you need to break the constant stream of the past habitual, unconscious behavior / thought / emotions...

(MHR use world client rather than patient, as doesn't have that power assumption i.e doctor patient, passive active, master servant...

Communication is about 'sharing' ideas and experiences, as far as possible...so the idea / feeling / impression in one mind is mirrored in the other's mind...shared...in common...

'Tells' are visual cues gamblers use to tell if someone is bluffing...and unconscious action a person takes, such as rubbing left ear, when they are bluffing...a 'False tell' is where you try to fake such a 'tell', consciously, leading the other to believe that action is unconscious, and that you are unaware of it. You never want another gambler to know about their own 'tells'.

So current symptom, at time it emerged, actually reflected the best coping mechanism the client's unconscious mind could come up with at that time of early development i.e this is why early childhood, and stressful times of puberty, most 'fertile' source of unconscious habits...a.k.a 'symptoms' such as 'phobias'... so try to identify in what way a current dysfunctional habit of thinking, feeling, or behaving may have been a functional (if not optimal) response to some critical crisis experience during a person's formative years...when they were developing their unconscious ways of dealing with life...their unconscious 'habits'...note that we tend to rationalize our 'habits' and that these conscious rationalisations are often way off the mark...and that even 'memories' can be 'veils' our unconsciousness erected to prevent an experience from overwhelming its (then current) capacity for processing it / dealing with it...expressing it...so we cannot trust our initial 'feelings' about a 'memory'...

Child may resist over-controlling parents by refusing to eat...the only 'resistance' open to it at the time...at time it was a solution...offered sense of 'independence' from parent's control...which is healthy in general...but if parents don't allow a child to express this healthy impulse in healthy / positive ways e.g by choosing own clothing, own food, own friends, own school subjects, own interests, own religion etc...then the child may be forced to express this otherwise healthy stage of growth by refusing to eat...as this is the only possible form of 'rebellion' and establishment of a personal, independent 'self'... and the person can get 'stuck' in this adolescent stage of emotional development, (a.k.a 'arrested development) and retain the 'rebellion' in the form of anorexia, without being conscious of this motive / reason for their eating disorder...by regressing to the point before this rebellious habit was established, and dealing with the problem more creatively (re-living it with new communication skills, and new skills given to parents in the re-creation), the person can be freed from that 'engram'... they can 'unstick' their emotional development, and allow it to continue... requires 'age regression therapy' to return to the source of the problem, and deal with it, with the therapists help, new tools, from a position of strength and safety...at time they got stuck...didn't have the tools required...the support required...the insights...but now they can return, and this time resolve the conflict more optimally, more creatively...more successfully...and move on with their emotional growth...find more optimal ways of dealing with such situations of 'control' in current life...i.e may be trying to assert control over new factors in own life, and the eating disorder re-appears from nowhere...as the 'old' coping strategy...the old response...the old way of dealing with self-assertion... like the old way of 'being sick meant I didn't have to do something I didn't want to do, and got my parents to pay attention', can suddenly re-appear at a stressful

moment in later life, as a response / attempt to achieve the same things e.g get partner to pay attention , avoid job hate i.e get sick as unconscious avoidance strategy, and way to get attention / affection / love etc...

The symptoms that re-appear later in life can be seen as the unconscious minds way of trying to resolve that crisis, now at a later time when it feels that the conscious mind has the resources and safety required to face the old demons...

So we regress back to a time before the trauma occurred, to which the current symptoms / habits were a response...Therapist can even enter into the experience as a new actor who was not present before...someone who they can turn to for advice...can establish a 'relationship' from much earlier than the trauma took place, as in the case of the now famous, 'February man'.

Hypersensia is where you remember things in too great a detail e.g hold a grudge for a long time for something petty...obsess over a past 'failure' e.g you got your period in a public place, or you did something really embarrassing i.e a 'fail', so that it appears hugely more important than it really was, and you assume everyone present noticed every little detail, and felt as badly about it as you did i.e overestimated the 'sanction' and 'shame' and 'embarrassment' attached to the event i.e hypersensitive to rejection / abandonment i.e assume everyone noticed and cared and rejected you for it...building up the incident to be huge, when most people probably didn't even notice... like square gaiting, when you feel all eyes are on you, critically waiting for you to fail...so cannot walk 'naturally'...cannot focus on anything, overwhelmed by fear of failure/ embarrassment...everyone watching and waiting for you to fail...can become fixated with an experience, attaching much too much importance to it...to every little mistake or imperfection...as if others noticing, taking account, and maliciously ready to 'cut you down'...pre-occupation or obsession with particular incident or even physical attribute e.g large nose, big butt...mannerism or flaw in appearance / demeanour / skill etc...

Opposite is amnesia, where you are completely unaware of something that is real and present. Like overlooking your keys...you can't find them...or your sunglasses that you are already wearing, or put on your head...you *don't* see what is there

Then there are positive hallucinations, where you *see* things that are *not* there. For example you construct a 'girl' from the 'gestalt' of a curtain in a window...

There are degrees of all these, where you obsess over some detail no-one else notices, or exaggerate the importance of something, or only vaguely notice something, or interpret things incorrectly...

Trance induction is about focusing a person's attention on something so deeply they are distracted from all their habitual, current, previous thoughts and ideation...By limiting their attention to a narrow focus, all other thoughts and attendings are displaced...replaced by the very narrow attention...thus breaking the continuity of the past...breaking the cycles...escaping the past...allowing room to begin constructing a new future, in the present...rather than merely reproducing the cycles of the past...the past ways of being and seeing, of defining and acting...to break with the past...to break negative, destructive cycles...to give the person a chance at something new...to free their mind of the prison of past limitations...to allow the person's unconscious mind a chance to show its resourcefulness...to open a door for change...to allow something new to enter from the unconscious...to offer alternatives...to consider new ideas and ways of interacting ... to open the parachute and slow our descent...to give our wings a chance to unfold, now that the air pressure is reduced enough to allow this...to spread our wings and fly...to empty our mind of all the baggage that has weighed us down...to get off the freeway to destruction ... to take the off-ramp to the scenic tour...the side-roads...to relax...to take a break...to re-consider our options...to consider new resources...new approaches...to reject old, sub-optimal habits, and begin forming new, more optimal, more productive, more generative, more creative habits...habits of thought and action...habits of emotion...

What if a difficult birth made conserving your breath a matter of life or death...you were born blue...then later in life, in moments of stress, you don't breathe deeply...you get migraines... you struggle ... you react to future stress by struggling, and not breathing, and you get stress migraines etc...or maybe the only time your mother ever caressed you was when you had a flu, and could barely breathe, and she came to you and rubbed 'Denco-rub' on your chest. And that was the only memory you have of your mother ever showing any affection towards you?

Build up expectancy of success i.e faith in efficacy of process, by telling stories of other people's success...either directly or by analogy, metaphor etc...i.e target unconscious mind with metaphors and stories which distract the conscious mind and thus allow the conscious mind more room to act...and side-step the conscious mind's rejection of the idea of the efficacy of the process...i.e do not try to convince the conscious mind...it has so many 'objections'...don't try to

overcome them...don't try to storm the castle...appeal to the unconscious...awake the dragons under the castle...

So a story, a metaphor, a myth, a legend, can all appeal to the unconscious and produce positive results, without ever engaging the possible resistance of the unconscious mind. It never gets a chance to oppose. To formulate resistance. To 'object'.

We condition the conscious mind with stories which indirectly impress upon it the efficacy of the unconscious. 'How do you manage the complex set of movements required to walk upright?' i.e reveal how most of our actions are extremely complex, and over-thinking often leads to 'square-gating' i.e our conscious actions getting in the way of our unconscious achieving the goals we set it.

Impress how unconscious only deals in 'positives'. 'Target obsession' is where we focus on what we do NOT want to happen. But our unconscious only sees the image we are forming of what we don't want to happen, and thus realises it...and so we hit the telegraph pole, rather than the much larger gap between the poles...so we have to learn to re-formulate all our 'desires' as positives i.e the state we DO want to experience, rather than the state we want to 'avoid'.

Use Buddhist notion of 'replacement' / 'displacement' of a negative with a positive i.e don't think 'I don't want X', think in terms of what you do want i.e 'I want Y'. So replace a negative ideation with a positive one. Replace the imagined feared outcome with a desirable outcome. Something you would want for yourself or others, or for an outcome.

Replace the desire for food pleasure with some other form of pleasure. Don't program your mind by saying 'Don't eat', as all your unconscious can recognize is the 'Eat', and you will feel hungry. Think 'Do exercise'. Imagine yourself happily walking, feeling fit and healthy. Imagine yourself enjoying a good book, movie, game with friends, a nice relaxing bath, an exciting masturbation session. Don't make any of your 'pleasures' dependent on others. They will be more convincing and motivating if they are completely within your own power to enjoy. Not dependent on outside factors.

Consider that if your mind can produce 'phantom pain' in a non-existent limb, then it can produce phantom pleasure.

If your mind can produce stress in your neck, then it can produce a pleasant feeling in your foot. Or if you are convinced you must experience some sort of pain, then experience it somewhere most convenient. So when you are at the

dentist, your hand becomes very sensitive, and experiences a little pain, but not your mouth or teeth. A discomfort much easier to deal with, and much less threatening.

Our experience of time is subjective. We have all experienced time expansion (when we are bored, or fearfully awaiting something), and time dilation (when we are having so much fun that time just ‘flies’).

One strategy for dealing with boredom is to immerse yourself deeply in imagining, with all your senses, a time when you were totally inert, such as laying in the warm sun on the beach, but felt really good about this inertia. So that you transform your negative associations with waiting, such as frustration, and irritation, into pleasurable ones of pleasurable relaxation.

Note that relaxation is not a pre-requisite to trance. People can fall into a trance due to extreme stress, such as a mother seeing her child in danger, and achieving normally impossible feats of strength and endurance. Like cats racing into the inferno of a burning building to rescue her kittens, even as her fur and flesh are burning. Or a frustrated car driver stuck in traffic, who enters a fugue of road rage, forgetting themselves entirely, being lost in their rage and irritation.

Or the motorcycle racer pushing the limits of their machine, and entering a ‘zen’ moment that lasts forever, forgetting everything except the feeling of being one with the machine, and the actions they are engaged in.

In battle soldiers often report observing themselves in a trance, not really feeling part of the action, until they ‘come to’, during heavy bombardments and the like. Or carrying out acts of extreme ‘bravery’ without any thought. Acting as the expression of their pure will. Often achieving physical feats beyond what they or anyone else could have expected.

The patient is responsible for the trance...an ever deepening trance...not the therapist...teach them to do it themselves...

During therapy, always turn anything the client reveals to their advantage...spin as a ‘strength’ or ‘positive sign’, reassure that ‘this is a great sign’, that ‘this is a good thing’, ‘this is really on our side’, ‘this is a good sign for you’. Set up positive expectancy of success...and self-fulfilling prophecy...note that we are aiming to open up the conscious mind to change, and to stimulate the

unconscious mind to produce that change...leaving it in the hands of the unconscious, which is responsible for all our actions... also such positive expectations open up client to trance induction

Can begin therapy using pre-written scripts that have worked with other patients...use as resource...to 'seed' a trance ... en-trance client by making the metaphors and stories you offer relevant to client's interests and situation...can use ancient myths, current movies, real stories, made up stories...draw them in with a rhythmic cadence and inviting tone...speak of 'forks in the road' where there is a chance to change the path the client has been on...new opportunities calling for new strategies...involve them as hero of own story...the stories directed to unconscious...stimulating it, encouraging it, to seek out new strategies...stories about 'others' really about 'us'...universal archetypes...speak to us through tales of 'others'...legends, parables, fairy tales, funny stories, jokes, poems, songs...unspoken sub-text matched to the patient's symptoms...can have sexual connotations while on surface being prosaic / unthreatening i.e target sexual related condition / neuroses without appearing to be talking about sex, to avoid conscious mind rejecting / denying out of hand i.e it is the repression of some taboo sexual desire that is producing the symptom, so cannot directly speak to that sexual desire, so use jokes, double entendres, innuendo, associations e.g 'hand', and 'touch' relate to masturbation etc... 'fish' and 'water' etc relate to sexual arousal of female...use free association...try to access all sexual associations without mentioning sex...

Must encourage client to have confidence in power of unconscious to solve problems...to heal...so use 'trick's to demonstrate power of unconscious e.g hand levitation, 'hand glove anaesthesia'...once client has experienced power of unconscious to numb a hand, they are open to putting their faith in it to 'cure' their symptoms / solve their problems...self-fulfilling prophecy and placebo fxt producing confidence in outcomes...e.g quite smoking, control weight (girth control pills)...

Cataleptic = stuck...arrested development...remain at the emotional age associated with a traumatic event ...

Client's natural resistance due to reassurance/comfort/security of the known Vs the unknown...fear of change / threat / challenge / discomfort of new... even if current situation dysfunctional...better the devil you know...

Offer client illusion of control / freedom / choice

Pacing / mirroring...discover their dominant sensory impression and focus on that level...mirror breathing, swallowing, posture, use the sort of metaphors

appropriate to their interests e.g sport, music, politics, religion, for framing of analogies, metaphors...

Reinforce rapport...feeling that 'you get them'...you understand them...you hear them...

Intu-ition is about getting into-it...

Anxiety due to fear that don't have enough time, resources, i.e fear failure

Can use pre-written scripts, even read from...sometimes appropriate to seek their permission, and other times to authoritatively instruct....

Get client to recognize when symptoms emerging, and to form new habit of having this recognition trigger automatic breathing exercises and visualization exercises etc...practice exercises...make even forgetting/ failing to do them a good sign i.e awareness / remembering, even if too late, proof that you are making progress i.e about becoming zen practitioner, not 'master'...make sure client understands it is about forming new, good habits, and not about perfection...no 'mastery' in this world...only the impeccable intention and constant practice of new habits...till become habitual, and replace / displace old dysfunctional reactions with new, more optimal, more creative, positive responses...which in time become the NEW reaction...automatic...have faith in unconscious...once you've modelled what want from unconscious...and ensure it is realistic and you have eliminated all ecological conflicts i.e that your total has integrity of parts...all consistent...cannot fight self i.e must acknowledge costs and benefits...of current symptoms, and of eliminating them...e.g if serve avoidance / attention functions, won't really be committed to eliminating them, until you work through your avoidance / attention issues...

Use metaphors, images, etc appropriate to client's interests and dominant way of perceiving world e.g tactile, visual, auditory, i.e dominant sense perception...so as vivid and real to client as possible...keep all 'instructions' to unconscious positive...what DO want...never in terms of negative i.e what DON'T want re: target obsession...

To ensure initial 'success' choose predictions / programs that are inevitable outcomes ... so can build upon...increase confidence in efficacy of unconscious mind...and expectations of future success...of NLP...increase faith in own power of own unconscious mind...in own resources...in resourcefulness of unconscious...produce self-fulfilling prophecy/placebo effects...which increase

client's commitment to process...to participating actively...to vividly experiencing future states desired in imagination, and thus providing unconscious with clear, vivid, real instructions / program to realise... thus therapist implants / suggests easy / inevitable / predictable / open-ended / vague / general / baby steps, so to-be-expected experience in future can be interpreted as a 'success', as a 'realisation' of the NLP...as proof of the efficacy of the NLP process...so focus on expectation of marginal improvements e.g 1% which client can easily 'spin' out of own experience...provide with history of successes...give sense of own power to break cycles of past...to begin displacing / replacing old with new habits...

Awe / dumbstruck / shock etc produces momentary trance...like a joke...the pause before the laughter begins, as the client 'gets' the joke...

Symptoms often avoidance strategy, to give concrete, objective excuse to avoid what fear ... so have to work out what fear ... what you are trying to avoid, by experiencing a particular symptom...and find alternative ways to avoid it, or courage and resources to face what fear...even fear of success...of losing friends...of doing better than own parents...

Work out what 'symptom' is communicating...what it reflects...what it is a 'solution' to...self-punishment?...avoidance?...attention? ... then use as trigger to identify, and face, real problem...often trauma earlier in life...current symptoms represent habit formed at that time in response to trauma...way of dealing with...or of avoidance, gaining attention, or punishing self for guilt...find what feel guilty about...challenge validity of guilt given current understanding and resources...e.g sexual guilt, fear of out-shining friends, family, own father etc...

Aim to 'regress' to the original 'trigger' that this symptom was a response to...then find more productive way of responding, that makes this symptom no longer necessary...new coping strategy...new understanding ... new definitions...of situation and of self...choose new response...can even replace one symptom, a 'tactile' / 'kinetic' one e.g pain, with pleasure, or numbness, or move it from an inconvenient position to a more convenient one, as a preliminary to reducing it, to manageable proportions, if mind won't accept total cure / pain-free state as possible / acceptable...aim to form new associations with situations / conditions experienced then, and therefore now ... re-organise the mind...

Aim of therapist is to invoke appropriate state of mind / condition, in which client can enter a trance of their own volition...i.e self-induced...facilitated by therapist...give skills...pre-conditions, initial stimulus...make

possible...empower...nurture conditions for possible change to emerge...give change room to take place...a clearing in the mind to let in the sunshine of growth...to bloom...don't force...let client determine the pace...provide client with 'food for thought'...

Immerse client in stories...from own life...other's lives...history...the context of the stories are mere window dressing...a hanger to hang the message on...story is the message...theme should correspond to client's own dilemmas, challenges...make client hero of drama...success of hero is there success...unconscious identification with hero / protagonist must be produced...so make relevant to client's own life / experiences / situation...so resources and solutions of hero in story become client's...access client's unconscious resources...new strengths...expand view of self to encompass more options...increase trust in self, in own unconscious, in own resourcefulness...confidence in self and life...

Observe client's unconscious expressions e.g changed rhythm or pace of breathing, posture, eye movements, as they 'connect' with hero in story i.e make the unconscious connection...identify with... make story appeal to client...absorb their attention...so they 'enter-into-it' ... become the hero...of their own story...

Ideo-motor signaling e.g finger signaling i.e suggest particular finger will rise if...as a 'tell' that the unconscious mind has accepted a proposition / is working toward the desired goal...the change...the new habit formation...the new self...the more optimal response set...

Indirect post-hypnotic suggestion...define something that is bound to happen, in advance, as success...or something you can easily 'define' as having happened...something vague, general, or predictable...offer as proof NLP working...that unconscious is working towards goal we have set it...proof of efficacy of unconscious...of process...including a typical 'habit' you have observed in the client...so that when inevitable occurs, client will interpret it as sign, as success...and hopefully shock / stun / surprise client out of limiting beliefs / unconscious / habitual habits...open door to new possibilities...new hope...new confidence...

Use loaded statements with success implicit...e.g 'it's going to be a great feeling when you realise you are free of' ... i.e assumption of success...just question of when...how fast...

Use true-isms to gain initial agreement and rapport...yes-sets...make self more agreeable...process more agreeable...increase rapport and agreeableness, which is a pleasant experience the client will want to maintain...they will thus want to keep agreeing...they will be unconsciously predisposed to agreeing with your

next suggestions...willing to agree...to be suggestible...amenable to suggestions...open to agreement...then use double binds like 'we can X, can't we?', 'you don't have to X, do you?'...in which only a positive response is possible...i.e in order to maintain agreeable state, have to agree...a.k.a 'leading questions' which are banned in court, as answer is implicitly being suggested by way of apparent question...

As most conditioning unconscious, at emotional, pre-rational level, only unconscious de-programming and re-programming can resolve conflict...

When confronting trauma, when approaching it...give client ability to 'layer' the experience e.g to only 'see' it, without having to 'feel' it, at first...to make it less threatening...when gets too extreme / traumatic / threatening...remember it WAS too much to handle at the time...symptom was response...including 'shutting down'...arrested development etc...have client view as uninvolved observer at first...even place a plexi-glass shield between action and observer...so totally safe...or have client 'take your head and shoulders out of the room / to the other side of the room / to the other side of the plexi-glass...etc...

Get patient to leave body...'you are in the other room now, doing X/Y...feeling X/Y...

Use shock, awe, surprise, disbelief, narrow focus, to open up gap in continuous stream of habitual becoming...to de-potentiate current mind-sets / definitions of self and world...to introduce better more functional, positive, productive, creative 'solutions' that the 'symptoms' originally were intended as / emerged as...

For avoidance scenarios, one solution might be to 'allow' self right to avoid...i.e without need to justify with sickness / phobia...or find alternative ways to get affection...alternative ways to 'solve' problem that the 'symptom' was originally formulated as solution to...

Re-spin / re-define all symptoms as ‘you have a talent for this’...i.e this ‘symptom’ which is now a problem, actually represented successful reaction to situation it emerged as solution to...saved you....but now situation changed, you have better alternative responses at your disposal...more resources...can solve problem more functionally, at lower cost, etc...

One indicator that a symptom, phobia (including that phobia of the immune system known as ‘allergic reaction’), psycho-somatic pain / discomfort / limitation, is that when the person is asleep, or distracted by surprise, shock, fear, or pleasure, the symptoms lessen, often completely disappearing.

There is the famous story of how one therapist used this phenomena to their client’s advantage. They suggested the patient experience the presence of a hungry, extremely dangerous tiger. The fear of that hungry tiger distracted them from their pain. And so, when the client’s nurse came with an injection, she responded, to the nurse’s amazement, ‘Oh, I don’t need that, there is a tiger under my bed’. She had come to the therapist in desperation, after the pain killers the doctors had at their disposal had proven unable to provide any real relief from her pain and suffering. (Don’t believe that old lie that all pain is manageable, and therefore voluntary euthanasia is never to be considered a ‘reasonable’ and ‘humane’ option for patients).

If the ‘source’ of the symptom was really the supposed ‘trigger’, and that trigger was still present in the person’s body, or environment, then there would be no reason for the symptoms to diminish.

At the same time, stress, anxiety, frustration, and irritation are often associated with an increase in pain, distress, and other symptoms.

And so we have reason to suspect that the real etiology of a symptom, or set of symptoms (a.k.a ‘Syndrome’), is psychological, rather than physiological. Or at least that psychological factors, well within our ability to ‘correct’, are contributing to the patients suffering to a significant degree. Which offers us an opportunity to apply NLP principles in a therapeutic way, to the benefit the patient.

At the very least we can allow conventional treatments a greater chance of success. At best we can eliminate the symptoms completely, without recourse to pharmacological or surgical interventions.

Most of us have experienced how a child, if distracted from the pain of a fall, will tend to forget about it. But if attention is directed towards the painful spot, it will tend to increase.

And so we comfort the child and distract it from the spot that hurts.

We can often ‘forget’ the pain of a headache, migraine, cluster headache, sinus pain, and so on, by a movie that completely captures our attention...we can become so absorbed in the action, drama, or fun, that we ‘forget’ to pay attention to our pain...we become distracted by positive impressions which displace the negative impressions...

That old joke of ‘Hey, I can make you forget the pain in your tooth!’ ‘Oh, how?’ And the interlocutor steps on the other’s foot’. It works. The pain in your foot makes you forget the pain in your tooth!

Another phenomena many of us are familiar with is ‘referred pain’. Where a problem in one area results in pain in another area. Such as tooth pain being ‘referred’ to the ear. The person presents to the doctor with ear pain, which is the result of a tooth that needs the attention of a dentist.

Trance therapists often use this phenomena to program their client’s unconscious to refer pain from one area, where it is particularly inconvenient, to another. Such as having a dental patient feel sensitivity in their hand, rather than their mouth. If they assume they must feel some sort of pain during a dentist visit, then at least you can move the pain to the hand, where it is much easier to deal with, and won’t interfere with the dental treatment.

Or a cancer patient that has lived with pain for so long they cannot imagine it possible to totally eliminate all the pain. So the therapist panders to the clients ‘reality’ and replaces all the unbearable pain with a very bearable and manageable discomfort in a hand. This defers to the clients unshakable belief that it is impossible to eliminate all the pain. Maybe a deep religious neurosis or other form of programming underlies the belief that ‘life is painful’, or ‘cancer is painful’, which would be extremely hard to ‘break’, and the best compromise, given the clients direct, immediate needs for pain relief, is to pander to that neurosis, that belief, and accommodate it with some very manageable discomfort.

One way of looking at this is to view it as a ‘re-interpretation’ of pain. The same electro-chemical signal can be interpreted by the brain differently.

Note that the ‘meaning’ associated with any impression, painful or pleasurable, can amplify or diminish that sensation.

For example the pain of childbirth compared to the pain of cancer. Chronic pain versus fleeting pain. Recurring pain versus a temporary pain. Pain you associate with some life-threatening illness, pathogen, or injury, as compared to pain associated with something trivial, passing, and of little consequence. There will be much less anxiety, stress, and psychological trauma associated with the one compared to the other.

And having a 'history' of chronic pain can lead to despair that that pain might ever disappear or lessen. This is expectations theory. Self-fulfilling prophecy. It programs the client, consciously and unconsciously, to expect future pain. To give up hope of ever gaining relief or freedom from it. So trance can be effective in 'breaking the cycle', and 'escaping history', breaking the continuity, opening up a space for a different experience...a new experience...the experience of relief or freedom from pain.

Ecology refers to the 'holistic' relationship between a symptom, and benefits or costs the mind consciously or unconsciously attaches or associates with it.

For example if you consciously believe that X would lead to you losing some benefit, or incurring some cost, you will define X as bad. Undesirable.

There are many documented cases of patients 'hanging onto' a symptom due to the perceived benefits of maintaining it, despite the costs. Or the feared costs, despite the benefits of successful treatment.

This can be conscious. Where a person is aware of having received more positive attention, affection, support, and other benefits from their partner, friends, or family, due to an illness or other symptom.

Or unconscious. At a much earlier age, the client may have learned that being sick was a way to avoid something, or attract more attention from their parents. An unconscious association (causal relationship) was formed between being sick, say getting an asthma attack, an allergic reaction, or even getting in trouble, and gaining more attention, sympathy, and affection.

Then consider how often teachers and parents ignore a child until that child does something 'wrong' or 'bad'. If a child learned that 'getting in trouble' and 'behaving badly' was the only way to get their parent's or teacher's attention, they may come to, unconsciously, adapt to this realization. They may then develop apparently uncontrollable behavioral problems. These will be diagnosed by pharm companies on the lookout for profitable new products as 'ADHD' and so on.

The problem was that the parents and teachers had failed to offer the student more positive alternative ways of getting attention. Not all kids can be adorable,

cute, funny, brilliant, talented, and so automatically 'earn' out attention. But all kids need it. So you go figure what's going to become the 'norm' for many children. Becoming the 'class clown' can be a way for a child who is not good at sports, or not popular for any other reason, to gain the approval and acceptance of their classmates.

And imagine the double motivation to misbehave if you not only got something you desperately needed, but also got to avoid something you feared, like appearing stupid because you cannot manage the work, which was either badly explained, or targeted too high above your current ability, and either way doomed you to frustration, and feeling, and, you feared, looking, stupid, in your own eyes, those of your teacher, those of your class-mates, and those of your parents, friends, and siblings...so surely, from this perspective, some of the worst 'symptoms' you can imagine, from allergic reactions, to ADHD, to asthma attacks, all offer an abundance of rewards...surely you could forgive your unconscious for providing you with these symptoms, given the bounty they produced in the world for you? For the increasing numbers of kids suffering from asthma, allergies, and 'new' illnesses like ADHD? In fact unprecedented and ever increasing. As classroom sizes increase, along with unrealistic expectations being placed on students and teachers re: all students are equally capable...all students have the same needs...all students will respond to the same challenges positively...all students have the same abilities...or even worse, that one teacher, facing 30 students, is able to provide for all their different, individual needs, with different lesson plans targeted at the different ability levels, within the one class...simply because the 'authorities' insist 'all children are equal' and 'students should progress by age cohort, and not based on their mastery of the material they have been given to learn (often completely irrelevant, poorly designed, poorly conceptualized, under-resourced in terms of materials and teachers, and 'one size fits all' approach)...

Geometric diminution is one strategy where you set the 'bar' for 'success' so low that the patient is bound to be able to interpret something that is going to happen, as a sign that the therapy is working. A sign of success. A signal for hope and faith in the process. A light at the end of the tunnel. A break in the continuum of despair. If you suggest a 2% improvement, which may take a range of different forms, then it will be hard for the client to prove the therapy is NOT working. They will 'interpret' things that were bound to happen as evidence of the efficacy of the process they have begun. This will motivate further hope, and confidence. Compliance with the therapeutic suggestions. This will open up a gap for the unconscious to enter and begin its work.

By 'proving' the therapy is working, the client is likely to become more open to suggestions. More open to belief in the efficacy of the process. A sort of 'noble lie'. A priming and conditioning to expect improvement. A relief of anxiety and fear of chronic pain and symptoms. Telling the unconscious that 'hey, I don't NEED this symptom. There are alternatives. Better ways to be'. The unconscious takes this as a cue to start the process required for re-defining responses to stimuli...to finding alternative ways to get what the symptoms were intended to achieve...pain or other symptoms that were the product of the unconscious can now be deleted by the unconscious...the unconscious will have been given new instructions...

Consider an unconscious that was told, by 'authority figures' that 'you are bad', 'everything you do is bad', 'you were born into original sin', 'life is a vale of tears', 'don't shine or be happy as others will feel bad as a result', 'don't succeed as that will make others feel like failures', 'don't enjoy sex as it is a sin', 'don't enjoy food, it is a sin', 'don't enjoy life, life is meant to be hard', 'god will punish you for enjoying sexual activity', 'do better than your friends and they will leave you', 'do better than your father and it is like stabbing him in the eye, how could you?', 'disobeying your mother is a sin', 'you are killing your mother/father by doing that'... What directives are implicitly...what programs are being 'written' for the unconscious to carry out? If having an 'allergy' means avoiding something, or gaining something, then isn't the unconscious being programmed to induce allergies? Phobias? Symptoms?

Clients can be empowered to self-induce a trance state at will. They can then leave their body behind in the dentist's chair or operating theatre as they go and attend to something else. The therapist might suggest, 'take your head and shoulders out to the television room and watch television for the next hour'.

Pavlov noted a decrease in saliva production in his dogs when food was 'paired', in their minds, with different associated sounds. He found that if he took the sound they were least responsive to, he could completely eliminate the stimulus-response reaction to that sound. And in doing so, eliminate their stimulus response reaction to the sound they were most responsive to.

NLP practitioners refer to the 'foreground' and 'background' stimulus. The foreground stimulus being the one we tend to pay the most attention to. Like the dogs with bells. And the 'background stimulus' being the one we react least to, in the case of the dogs, it was a buzzer.

If you work on the least powerful stimulus, you can get the dog / client to stop reacting to it. And then by association, they dog / client will stop reacting to the stimulus, the bell, that had the greatest effect.

Admit memories unreliable, distorted, augmented...suggestion and leading questions can 'produce' memories...so hypnosis not admissible in court...(MHR can get actual evidence dismissed by lying and telling police / judge that you had a hypnosis session between the 'incident' you witnessed, and do not want to give evidence of, and the interview with police / court date...so that your 'evidence' will be made inadmissible...so won't have to 'rat' on your mates, risk retaliation of criminals...etc...or serve corrupt court system...possibly be rewarded by those you are 'protecting'...i.e your 'testimony' will become inadmissible...you won't be called to testify in court...save appearing in court...

MHR part of conditioning is that poor feel guilty if enjoy good fortune, taught not to 'shine' as it makes others feel bad...while rich conditioned to have sense of entitlement, to deserve more than others...more wealth, privilege, opportunities etc....even without ever 'earning' it i.e doing anything to 'deserve' or 'earn' it...

Trauma can 'fix' a person at an emotional age, at a point in their own history...arrested development... 'freeze'...need to 'un-freeze' them... hit the 'pause' button again...by returning to moment 'pause' originally hit by unconscious...to feel, see, sense, experience that moment again, as an adult, with adult resources...what unconscious defined as too dangerous at that time...N.B Freudian concept is that our 'symptoms' are really our unconscious minds attempts to draw out attention back to that 'engram', to re-address that experience and work through it...now that it feels we are able to face the trauma, and process it fully...our symptoms all related to that trauma...it 'cycles' through hoping to get our attention...we can take 'mask' off the 'actor' i.e the 'shield memory' and symptoms...see what them as they really are / were...

Hypervigilance, anxiety...over sensitivity...fixation on possible negatives...worry...neurotic level ... phobia... need to learn that can replace anxious response with relaxed, positive response...like engine idling too

high...revving at lights...put in neutral...no need to always be 'in gear'...learn to adjust idle...keeping high revs for appropriate times of need...why feel constantly at risk / in danger / facing threat...i.e constantly imagining threats / reliving...

'Affect Bridge' is ego strengthening history of success...gives confidence...positive expectations...can always fall back on positive experiences memories

Get client to recall moments of calm...how felt...re-immense in...re-create...empower to 'return' to these moments any time typical habit has been to experience anxiety, worry, frustration...

Dis-association is not 'owning' some part of your experience, self, body...represents the skill of amnesia...need to spin as positive...and then re-employ this skill to positive ends...

Ideomotor signaling...request unconscious of client chose a finger to lift to answer Yes...aim to contact unconscious mind without suggesting anything, introductint artefacts...avoiding false memories...leading questions...contamination... 'when your unconscious is ready to do X, it will raise a finger. Will it be the index finger or the ring finger? On the left or the right hand? ' etc i.e questions with only positive outcomes as answers i.e will be one or other...suggesting...

To ensure positive outcome, suggest unconscious can finger signal for 'NO', or 'not sure', so bound to get SOME response i.e autonomous finger signaling, to prove to client that the unconscious exists, and will respond...can perform actions requested of it...can include these in post-hypnotic suggestions...e.g 'when you feel this craving, you will put your hand to your chin to remind you to automatically replace your new learned positive response in place of old, sub-optimal automatic response...e.g you will practice a positive visualization and deep breathing, or go for a walk, or talk to a friend, instead of your old habit of smoking, drinking, eating, getting upset, getting frustrated / angry / depressed...take a warm bath, watch a funny film, instead of ... gives unconscious unobtrusive way of signaling / communicating, other than the

neurotic psycho-somatic, habitual and dysfunctional symptoms, phobias, anxiety, migraines, cramps, etc it has been using to date...

Therapeutic trance begins with first contact...build rapport / trust / empathy / confidence / authority...i.e placebo effect potential...pace and lead potential...for a re-programming...de-programming and re-programming...replacing existing dysfunctional response with functional / more creative response...to the life experience / trauma / chronic crises/ threats have produced... meet...induce and then deepen trance...gain access to unconscious...so you can re-program...optimally program...install new definitions ...new operating systems...upload 2.0 to replace current Beta...for the new optimal you...

Catalepsy = stuck in pattern of behavior / cycle

Use language and imagery appropriate to sensory preferences e.g visual, kinetic, auditory,

Can start by focusing intensely on the symptoms, as locus of focus...absorb client in...to induce trance...

React to a symptom as if it is a great sign 'oh, this is great, you're gonna do great...this is a great sign...be convincing...as if you really see it...need to make your belief contagious...encourage as great a placebo effect as possible...especially needed if patient depressed / hopeless / despairing of ever being 'cured' / feeling better...need to give hope / faith ... light at end of tunnel...lift spirits...start re-programming unconscious to anticipate success...good things...positive experiences...empowerment...self-efficacy...belief in self...in world...must experience actual success...so give them success...re-define and interpret anything available as a 'success' and 'great sign' of 'successes to come'...positive expectations...define future experience that is sure to happen, in advance, as success...as a sign of positive developments...so client begins anticipating success, and progress...to stabilize client to prevent further negative development, shore up, give little successes to build up history of success from...need to begin a new journey with hope, positive expectancy...faith...self-fulfilling prophecy (MHR need client to feel you have the 'tools' to achieve the desired outcomes)...

Corrective regression: go back to just before symptom appeared for first time...usually relates to a traumatic experience, or realization, or comment from

significant other, or unconscious association...(MHR often need to work through screen memories to actual trauma)...idea is to work through traumatic situation / interaction with resources not available to person at the time...also to re-enact, giving the significant others in the interactions more resources...so they behave differently, and you can respond differently... so no longer repressing / denying / suppressing / avoiding / expressing as symptom...i.e symptom as 'flag' placed by unconscious so that at later date, with more resources, can come back and fully process and 'express' the trauma, and dissolve the 'engram' / 'block' ...

Give patient faith in power of unconscious to solve problem...use stories of other people ... explain how complex daily actions coordinated by unconscious...most bodily processes amazingly complex, from walking to digestion, which no way conscious mind could coordinate...

MHR social reality...positive hallucination and negative hallucinations e.g gods positive i.e see what not there... and cruelty inflict on animals / others not 'real' i.e fail to see it / feel it...only Vegans see and feel it ... propaganda combination of both ... problem is when combine both...so have a non-Vegan interacting with Vegan...the non-Vegan will assert that Vegan is hallucinating...deny reality... and 'conspiracy' revealists / investigators defined as 'hallucinating', 'nuts', made, paranoid, by those who don't see what IS there, and thus unwilling/unable to take next steps i.e skepticism about what can't yet prove, but which seems reasonable, given what they do know / have been able to admit to selves...i.e inability to 'suspend judgement' of more extreme 'theories' and 'entertain' them at all...just dismiss...because not accepting reality of clear facts right before their eyes...or deliberately consuming 'spin' and 're-interpretation' e.g as 'natural', necessary, unfortunate but unavoidable, unexpected consequences Vs deliberate part of plan...of actors as 'well-intentioned' and 'on our side'...got to crack a few eggs to make an omelet, no living in perfect world...define deliberate acts as 'accidents'...blame acts on 'terrorists'...etc...

Lose self in metaphor, story, identification with protagonist / victim etc...development of deep trance...give therapist access to unconscious mind...make more amenable to suggestions...positive alternatives to the 'film' that was running, 24/7, in the client's mind, up to that point...to suggest more positive, productive, creative responses to situations i.e to replace / displace negative dysfunctional symptom with something more functional / positive / adapted...e.g replace allergy with self-assertion of right to 'avoid' activity' don't want to participate in, or face feared thing avoiding, or deal with the feared thing

constructively....acknowledge fears and avoidance and the 'value' of the symptom e.g it prevents me from... it lets me It provides value X...

N.B can lose self in any intense absorbing thought / idea / feeling ... good or bad...relaxed or very excited...intense focus on emotion...feeling...idea...becomes locus of being for that time...displaces / replaces previous 'stream of becoming'... 'cycles'... 'narratives'... noise in head ... represents opportunity ... like the 'dead sea' parting...offers opportunity to advance to 'promised land'...during 'trance'... moment of 'being'...in the now...totally immersed and absorbed in 'one thing'... which 'pauses' the 24/7 stream of 'my life'...that has been replaying so long ... imprinting the definitions of what 'you' are, what you 'can' do and 'can't' do... you can cross to another shore...the you that you want to be...the more optimal you...the more resourceful you...the 'trance' is a 'pause' in the cycling of your 'life movie'... what Tibetan Buddhists call a 'Bardot'... it brings you into the 'now'...even if ironically through being absorbed in something negative, or the story of someone else... but you identify with that hero / protagonist / victim so it is really YOU you are focused intensely on... like Moses at the moment of crisis, intensely absorbed in the here and now...there, on that shore, facing imminent death...focusses the mind in a Zen fashion...and stops the flow of the water...the tide...offering an opportunity to escape history...to escape the 'self'...to imprint a new self...to add or delete parts of the self that are no longer optimal...to move forward...to escape the slavery of the continual reproduction of a the previous cycles... pain / symptoms / despair are the Pharaohs army, advancing upon you...forcing you to 'be' in the here and now...to stop the flow of becoming...to step out of the cycles...to cross into the promised land... N.B this same metaphor repeats many times in the bible...Crossing the river Jordan, The Dead Sea (possibly misnamed 'Sea of Reeds' which was more a muddy swamp which pharaohs chariots would have become bogged down in, like the French knights in the mud at Agincourt...

Get patient to regress to time before symptoms began...or first time remember having experienced the symptoms...maybe parents etc can provide this information...aim is to look at what associated with symptoms emerging...an incident?... a realization...an interaction...what could symptoms be a way of avoiding e.g school, sport, dance (child with stomach ache, migraine, allergy, period cramps) i.e child had 'learned' that if 'sick', can use it as excuse to avoid something...e.g girl learns that 'period pain' is an accepted excuse for not having to do something...or just getting more attention / affection ... having to mow the lawn (husband developed allergy to grass) ... what a 'phobia' is really

‘protecting’ you from i.e what are you avoiding, what are you really scared of... what happened that you could not face at time i.e process i.e which phobia distortion of...

Buddhist idea of replacing / displacing one tactile sensation with another one ... e.g replace pain with positive visualization ... e.g warm day at beach Vs frustrating wait in queue... replace period pain / migraine with positive experience ... replace frustration / anger with pleasant memory (can be fake memory constructed just for this purpose, which is compelling / absorbing)...can ‘take your mind to a lovely place, leaving body behind’...

Frame all suggestions to unconscious in positive i.e what do want...never what don’t... so do not visualize NOT hitting pole...visualize ‘hitting’ the gap between them...

So visualize a successful outcome, rather than avoiding a negative outcome...what do want...how you want to feel...how it (would) will feel when you get what you want...

Key is same as Expectancy theory of motivation...need to clarify objectives / outcomes ... fill them out with every possible sensory impression i.e how it will feel, taste, smell, what you’ll be thinking, how others will respond, as if really living the experience you want to have... then ‘overcome objections’ i.e holistics...ecology...search for unconscious fears associated with ‘success’...i.e if I get X, what will it mean for Y...externalities can be negative, even for positive outcomes.... e.g if I succeed and get promoted, my friends might abandon me....I may have to move to a new office ... if I lose weight men might start chasing me... if I can’t eat for pleasure, what pleasure will life have to offer me? ... if I get rid of this problem, and I am NOT happy, I will be devastated, having lost the very hope of happiness...

Have to work through conflicts, find ways to deal with externalities e.g O.K, my kids will have to change schools, we can find them a great school...if my husband can’t handle me being a success, and attractive, then maybe he’s the wrong person to share my life with... I will deal with problems as they arrive,

now I know I am capable and competent...its exciting, the unknown... I have new resources to deal with anything that comes my way...

Don't think 'stop hurting', instead visualize / imagine a pleasurable sensation, or at worst a neutral one of being 'comfortably numb'...

View 'solutions as buried in symptoms'... which turns symptom into an asset...like the 'X' that marks the spot where treasure is buried...or the 'dragon' guarding the treasure cave...

When did hair pulling begin? In response / reaction to what situation / condition / interaction ...

Constipation as age fixation i.e as child sought to assert independence in face of controlling parents...only way to assert was by NOT doing what parent wanted...and controlling bowel movements was only option available, given the power imbalances...even becoming 'sick' can be a power play...a healthy assertion of independence 'I will NOT'... 'I will'... but sadly using the only resource available, which was dysfunctional...or would lead to formation of dysfunctional habits later in life...when so many other options for self assertion available...so go back to time when symptom emerged, with those resources, and re-live the experience ... assert independence in some other way... empower the parent to be more sensitive, and less controlling... fake it till you make it real...

A.K.A RE-IMPRINTING ... i.e chick sees ping pong ball as first thing after leaving egg, 'imprints' that this is its mother...that it is a ping pong ball...when reaches sexual maturity will try to 'mate' with a ping pong ball...

So we take client / self back to the 'imprinting' moment, where the 'symptom' became 'imprinted'... the self-definition became established...the label firmly attached...the definitions of reality, of self, of life, became rooted...imprinted upon our unconscious...unconsciously... as a survival mechanism...well-intended... a 'glitch' in a program or sub-program or sub-routine of our unconscious... below the level of our conscious awareness... an attempt to deal with a situation, especially a traumatic one... which represented a 'success' at the time i.e achieved its objective of avoidance / benefit / survival ... if the world tells you you are ugly and stupid and unlovable, and if you don't submit to the

will of the priest, your parents, or other people with power over you (perceived and/or real), you'd better submit, to avoid the pain, the threatened and actual punishments...your unconscious saved you from something by developing habits / symptoms / ways of being and seeing consistent with survival...but now you know the priests are fucking insane or selfish deceivers, and there is no hell, and masturbation is great and sex is great and you don't have to do what the fuckers tell you, just because they tell you...just because it suits them...etc...

An adult who hates their job may negatively hallucinate i.e 'I can't find my car keys', when there are exactly where they 'should' be, or right in front of them on the table...the woman who doesn't enjoy sex will 'get a headache', even for real, so she doesn't have to feel guilty about not being 'raped' by her 'legal rapists'... the adolescent who doesn't feel ready to engage in 'sexual interactions' may unconsciously overeat to gain weight, and reduce the risk of 'sexual predation'...or avoid intimate relationships by dressing poorly, having poor personal hygiene, or putting on weight, all unconsciously...

Unconscious guilt can lead to 'self-punishment'...avoiding pleasurable things...self-sabotaging own success and chances of pleasure / enjoyment... basis is oedipal guilt...guilt of 'shining too brightly' and making others feel less fortunate / less competent / less approval and acceptance worthy... inadequate...fear of succeeding and 'leaving all your friends and family behind'...

Need to find solutions to externalities of desired outcomes before that desire will be facilitated by unconscious i.e conflicting desires...need to actively identify potential 'negative externalities' of otherwise positive outcomes...often not obvious...there is no bliss that is un-alloyed with some pain...etc...

Define 'forgetting' as a success...i.e the success of 'not remembering'...stop cycle by 'stop remembering to forget'...forget to forget...use symptom on itself...re-spin as positive, then employ to new objective of remembering...

Can regress back to state before symptom, where functional, happy...or project into future where desired end-state has been realised...either way escape the constant loop of becoming / repeats / cycling of old story / narrative...

Up to 20 % of the general population can be placed in a therapeutic trance deep enough to make pharmacological interventions e.g pain killers, anesthetics, etc unnecessary e.g experience no pain during surgery, dental treatment etc...

Note that a certain percent of general population 'immune' to certain pain killers etc...

Question of what is 'valid' response...i.e how much anger, withdrawal, fear, hopelessness, sadness, grief, sensitivity etc is 'appropriate'... reasonable ... normal ... functional...??

Traditional convention of bypassing empathy in relation to 'enemies during war', 'criminals', and 'animals' ... i.e 'O.K' to inflict pain and harm upon them for some reason ... i.e closed ethics systems... why? What is the measure? Man? In relation to animals, yes. But 'society' in relation to 'enemies' and 'criminals'.

Trance ratification is demonstration of power of trance / unconscious mind i.e efficacy as solution to client's problems...e.g induce full body catalepsy (can't move), hand-glove anesthesia, raising arm without conscious effort, i.e parlor tricks...but effective at educating people on power of unconscious...role of unconscious ... hidden potentials and resources available, in face of hopeless despair ...

A 'surprise' or 'shock' or 'crisis' produces actual physical electro- chemical changes in the brain...a creative 'moment'...a physiological reaction that prepares the brain for re-coding of information...for searching for new information... for accepting new information...new definitions...it makes the brain physically available for re-structuring...the mind is overwhelmed...suddenly focused on the here and now...to respond to this 'crisis'...to 'adapt'... to change...to evolve... the same applies to individuals as to societies and other forms of organization...crisis ... shocks...surprises...force the mind / group to re-assess its current ways of being and seeing...its definitions...its assumptions...force it to consider alternatives...to actively look for alternatives... to update its definitions... to update its coping strategies...to update its entire noetic structure... to reformulate TROONATNOOR ... to

restructure...to reorganize...to actively seek to find new patterns in TROONATNOOR... the old patterns don't fit any more...the crisis proves the past responses are not adapted...it forces a reevaluation of its 'automatic' pilot... it must, and therefore does, break up former 'wholes' in order to integrate this new experience into a new whole...by a new integration...with this new information...has to transform old ways...replace and displace habitual patterns with new, deliberate, newly formed and constructed patterns of response, behavior...

'Won't it be great when these symptoms / behavior / pain / limits disappear?' 'Aren't you surprised at how the symptom has disappeared?' ... 'You are surprised that your hand is lifting by itself'...(in this case in order to maintain agreeable state of agreement, client must lift hand, question implicitly assumes client's hand will raise, and by agreeing with 'surprise' part of 'question', implicitly agree that hand is rising i.e two question/assumptions offered as a statement of fact)... '...note use of negatives itself confuses mind...30% harder to understand question posed in the negative, than a direct question posed in the positive... e.g 'It is not unusual for...' Vs 'It is typical for...' ... Use non-questions which are really suggestions / leading questions...to which the only answer represents an agreement, an affirmation of the underlying implicit assumption...a form of 'double bind' where disagreeing would mean the loss of the agreeable, pleasant condition...the 'yes set'...effective at breaking continuum of habit...surprise / shock ... like Zen 'master' whacking student with stick...simply to shock out of reverie / habit / cycle / reproduction of past... to bring into 'present'...here and now... escape history...

Establish 'yes set' with truisms, and observations of client that the client 'knows' to be true and thus will readily agree with...including mirroring...client later loathe to give up this pleasant agreeableness...will be open to being 'lead' in order not to break this positive experience of validation / agreeableness...it is agreeable to them...work with symptoms up to point, then gradually, or suddenly, subtly, unobtrusively, re-direct / lead / change direction i.e break out of habitual cycle of thought / feeling ...

Suggest that 'when you unconscious is ready to incorporate this new strategy, one of your fingers will lift all by itself. Will it be the index finger of your right hand? Will it be the ring finger of your left hand? Will it be a thumb? We will have to wait and see what your unconscious decides, won't we?' Maybe it will be both. Maybe your left arm has to bend at the elbow first? Maybe your right

hand will jerk?’.... the trick is to look for typical mannerisms of the client...what sort of unconscious movements they are most likely to experience...and thus be able to define as proof of the efficacy of the unconscious...that it is acting...that things will improve...but never commit to any particular movement...keep the options of what the client can define as ‘proof’ open, and flexible... ensures you won’t be contradicted / proven wrong...aim is ideation of movement... suggest idea of movement to unconscious...encourage impulses already latent / habitual...

Suggest that the right hand wants to move, and while doing so move your own hand... if you’ve been ‘mirroring’ the client, they will tend to reciprocate, unconsciously...pay attention to any movement, and then ‘go with that’... encourage it... ‘it feels good...up it comes’... ‘will the left hand join it?’...act as if you expect it to...so client expects it to also...

Opening up a moment of creative flux offers chance to ‘break out’ of habitual patterns

Where client is unaware of, e.g, the sexual nature of a symptom or syndrome, therapist speaks indirectly to unconscious, offering language and metaphors , double entendres, jokes, word plays etc that have a sexual connotation, without directly denoting anything sexual... like advertisers selling sex without explicitly appearing sexual... give unconscious freedom of response...observe latent tendencies in client...what client prone to doing...unself-conscious movements... ‘mannerisms’... e.g where ‘hand washing’ fixation / compulsion probably sexual in nature... clearly conscious not comfortable with this fact, as it hides it/ denies it/ represses it...therefore don’t challenge consciousness with the fact, it will just deny it, and shut-down / resist your therapy...appeal to unconscious... let the conscious ‘guilt’ / taboo ‘off the hook’... don’t overwhelm it...accommodate it...bypass it... don’t engage it and lose agreement... simply by speaking in a sexual way, hesitating, talking about ‘fingering’ and touching your inner thigh unobtrusively, will all evoke sexual nature of comments implicitly... without being explicit, and making conscious uncomfortable...mind knows what we are talking about, but it is ‘let off the hook’ i.e its ‘hangups’ and ‘taboos’ won’t be activated...can pretend talking about something ‘harmless’ like ‘fingering a book’... sitting with open posture i.e arms open, and legs open, suggests sex to unconscious...raising and lowering thighs suggests sexual excitation / arousal...faster breathing...tone of voice...breathiness of voice...two level communication addresses unconscious without triggering consciousness to block / deny / resist... can talk about a different ‘passion’, using language that associated with sex...conscious can pretend NOT about sex...no direct

references...can maintain denial...repression...no threat presented...while indirectly engage unconscious...introduce suggestions that sex is good, healthy, appropriate, easy, enjoyable, good for you, you are free to enjoy it, really enjoy it...lose self in it...unconscious mind will understand that these are sexual suggestions...but bypass direct resistance...fixed ideas ... existing dogma... limits...beliefs...rules...programming...use phrases like 'down there', or 'between your legs', 'thighs', heat, wet, out of breath, peak, coming, release, explosion, rushing, pumping, in and out imagery, trains, wet clay through fingers, bananas, ... bypass self-censorship...censors...refusal...rigidity...fixed ideas...self-imposed limitations...taboos...guilt complexes...

Suggest to unconscious that it may take over control of the hand, etc, to resolve the problem...re-pattern its experience and habits etc.

MHR PY-thagoras i.e phi... El-la...All-ah...alles...alle...Yah Weh...why...Al-chemy, Ka-ba-la...ab-ra-kad-ab-ra...Bab-El-On...L.Ron Hubbard...

If client conditioned by life to expect the worst...that painlessness impossible...at best can expect bearable discomfort...then pander to this...accommodate it...don't try to force issue... 'allow' patient to feel some discomfort...don't try to eliminate all pain, even if think can...just offer an acceptable (to their noetic structure) level of discomfort in the most convenient place...e.g itching on sole of hand?... suggest a 99% improvement... replace feeling of pain / discomfort with a tingling or warmth as 'feedback' alternative where pain is serving therapeutic / warning value ... i.e gentle pressure / sensation as bio-feedback...to draw attention to ...

It is a truism that we all 'sometimes' 'forget' to feel pain i.e are distracted by something else e.g Theo cutting leg badly, didn't feel at time...or war-time injury in heat of battle...or cat searching through fire for Kittens... and that we often don't hear things because we are thinking of something else...like suddenly realizing phone has been ringing, or person has been talking, and don't remember what they have been saying i.e fade in and out of awareness... or of how a great movie or book distracted you from a pain you were feeling...

MHR 'feeling' Vs 'suffering'...

‘Isn’t it surprising how the pain disappears when I touch your nose?’

Replace old associations with new ones i.e replace old symptoms with new positive impressions / sensations / habits ... replace pain with pleasure, discomfort with comfort, frustration with calm, fear with ease, ...

Find time and place in person’s history when they felt fine, no pain, at ease, calm, comfortable, happy, relaxed ... ‘What was your favorite activity as a child? Your favorite place? Recreate that place / time / feeling from memory... Never suggest ‘forget X’, instead suggest ‘remember Y’ i.e always frame as positive...what want...re: target fixation...think of Y, of good, intensely, to replace / displace X... call upon this past experience of calm, relaxation, comfort...

Call upon memory of foot falling asleep, or where you were distracted from pain by something...i.e experience of having forgotten pain...as proof that it is possible...

Suggest client feel itch in foot, rather than NOT feel pain in hand...etc...then replace that itch with numbness...then move that numbness around body...direct around body...then finally, unobtrusively, direct that numbness to the problem area...

It has been proven that ‘the morning is wiser than the evening’ ... that if you pose a question to a person, their unconscious will go on seeking to solve the problem, answer the question, long after the conscious mind has ‘forgotten’ it...

‘Which finger will levitate first?’. ‘Will it be on the right hand? Will it be on the left hand?....’ etc....

Use of negatives displaces and discharges client's conscious and unconscious resistance to a suggestion

Always keep in mind that it is the patient's own unconscious that solves the problem...the onus is on their unconscious... means no need to 'sweat it' about being perfect therapist, knowing 'magic formula' or 'mantra' ... therapist merely suggests, facilitates....so don't agonize over actual wording / style / details of your behavior...therapists merely works to provide unconscious with an 'opening' and 'opportunity', a 'break in the stream of consciousness', a 'Bardot', to work with.

Offer post-hypnotic suggestion for maintenance of the new more functional behaviors / definitions...

Hand sweating indicates likely sexual problem... lubrication ... a repressed sexual desire for masturbation or sexual interaction... after that sexual problem has been resolved via therapy, the symptom usually disappears...

Facilitate a creative reorganization of the clients noetic structure making old symptom formation no longer necessary / habitual... remove labels that 'demonize' some things and glorify others... welcome the messengers ... treat them well... listen to their message... face your demons... embrace them ... they are really your best friends... friends with messages that challenge you 'wilfull ignorance'... sadly, most such friends are pushed away, and to justify not listening to their valid messages, you feel it easiest to demonise them globally, so you can 'dismiss' the message, along with the 'evil' messenger...

N.B need to locate images in 'new-imprint' new belief, in same place usually located in 'real' beliefs i.e existing ones...so inhabit same 'rooms' and 'locations' and 'positions' in your mind ... so gain that 'transferred authority'... like the priest invoking the god-man for authority... by placing the new belief, the audito-tacto-olfacto-senso-visual construct, in the same 'position', vis a vis all the modalities and sub-modalities of 'reality' ... i.e if X is real, it feels like this, smells like this, I see it in this position in my minds eye, it sounds like this, etc ... so place 'Y' in the same context, immerse it fully, vividly, with as many sense

categories and sub-categories e.g. is the truth shiny? Is real hope sparkly and I remember it just to the top left of my mind's eye, and I smell apples, and I feel comfortable shoes supporting my instep, and do I stand just so, with a little more weight on my left foot, my head cocked slightly up and to the left, my eyelids positioned just so, with that certain feeling in my stomach, my chest, my jaw relaxed, ... identify every possible 'indicator' you would use to 'test the reality' of something, of a feeling, a memory, to decide if it was real, or imagined...so you can 'fake it till you make it'...till there is no difference between the 'feeling' and 'impressions', on every level, for every sense, every feeling, every emotion, you have about what you are 'certain' you 'know' is 'real', and the new imprint / belief you want to believe...that you want to be real... (probably the basis of most 'authentic religious experience' i.e. church's re-create the ideal basis for trance...soft light, shiny surfaces, quiet, calm, lots of images and statues all 'suggesting' certain states of mind, of rapture, of calm, of peace, to 'lead' you into a trance...the incense, the chanting, the repetitive shapes in the architecture, the 'vaginal entrance indicating re-birth', the entry into a 'womb' ... so that, leaving the church, exiting through the vagina, you are literally re-born...and consider all this imagery and sensory manipulation in the context of being repeatedly programmed from birth by religious dogma, stories, watching other 'significant others' and 'authority figures' act as if THEY believe certain things...you are primed and conditioned from birth, and then triggered into a trance state...where any sort of 'experience' can be suggested, and will be 'accepted' as 'real'...

Please read my book 'Religion' for details, but basically the best motivations of religions (and there are mostly the worst motivations that corrupt these) is to induce a trance state, where the participants are open to suggestions...that there is hope at the end of the struggle...that there are reasons to try to be 'good' and fight your own negative impulses...and to have hope in the intercession of gods and angels etc on your behalf...will have the most powerful placebo effect...if a sugar pill associated with the 'transferred authority' of a mere medical professional can work wonders, giving relief from pain and symptoms for over 30% of people, without any other 'props', then imagine what 'miracles' the entire, birth to death 'religious' props, supports, beliefs in all powerful god-men and their consort 'angels' and 'god-women', and beliefs that these 'priests' can 'channel' that power on behalf of the 'gods', might have on psycho-somatic based illnesses (which are probably MOST of the 'illness' and 'disease' we suffer from today) ... isn't 'confession' the earlier form of 'psychotherapy'? where the solution offered is to donate to the church and say hail marys i.e. enter a trance state while fondling 'beads' and believing in the 'power of god' or 'Mary' or the three female consorts of Allah (oops, that wasn't the angel Gabriel, that must have been the devil that inspired that association in Mohammed's mind, so strike these 'satanic verses' from the official records, and kill anyone who refers to them...Islam is, after all, a religion of peace....apart from the constant calls to

‘find the infidel and kill them’, ideally while they sleep, as its easier than when they are armed and ready for battle!)

So, take an entire sensory experience that you ‘feel’ you ‘know’ is true...that you have total certainty in...and believe in... paying attention to the tiniest details...and then replace the content with the new belief you want to have...the belief that ‘I can do this’, that ‘I am O.K’, ‘I can relax now’, etc...

Simply repeating a phrase over and over can often be effective, like any propaganda, so that you ‘remember’ it is true... e.g ‘The Holocaust’ happened. ‘The earth is heating up, and it is because of us burning fossil fuels’, or any such nonsense totally debunked by scientific and historical analysis, and most people will ‘believe’ it, like most people imagine they ‘believe’ in ‘god’. But ‘believing means doing’, and most people do NOT behave consistent with what they claim to ‘believe’. When you truly believe and understand, you have a moral compass guiding your every action. A principle. A powerful motive. A powerful reason to over-ride conflicting urges, desires, and give you a reason to sacrifice temporary satisfactions... but it will be enough to base an institution on, to base a ‘Jew’ world order on, a new world religion, a new world order, a new tax, a new restriction of liberty and freedom... it always works... but you still need ‘police’ and ‘tax collectors’ and ‘threats’ to get people to comply...whereas with true belief, the belief itself regulates the actor’s actions on every level...it is almost impossible for them to, repeatedly, in the longer term, act against these beliefs...which is why writers and reformers of all ages have risked, and endured, and suffered, fates worse than death...unable to contradict their true beliefs...their genuine, authentic, ‘knowledge’... beliefs, I mean real, true, honest, genuine, authentic beliefs, operate at the most basic level...people will rather die than deny these beliefs...they are fundamental...life is not worth living without them... and fates worse than death cannot even scare them into ‘submitting’ and lying to themselves...

I personally suspect that most of the ‘illnesses’ we suffer today are a result of us ‘lying’ to ourselves...that it is O.K to exploit people and other animals less fortunate than ourselves and ours...less intelligent, less educated, less informed, less capable, less talented, with fewer resources to defend themselves from our opportunistic exploitation of our holistic inheritances of relatively greater power, in one form or other, in terms of financial, social, economic, status etc...of having to pretend...to live lives of lies... surely any system that depends upon parts communicating is bound to break down, and literally devour itself, or have parts grow monstrously out of control relative to their functional level (like lobbyists / politicians / corporations gaining too much control, growing like

cancers, and destroying all the functionality of the 'health' and productive parts of the system...

So any lie represents a potential breakdown in the system...false data...it is going to affect all other parts of the system...you lose the systems integrity...its ability to cooperate, to work together...imbalance....parts begin fighting with each other over misunderstandings, conflicting definitions...etc etc... all explained in my TROONATNOOR books...

You won't ever be able to be healthy when you realise, at a repressed, unconscious level, that you are inflicting unnecessary pain, misery, suffering etc on other sentient beings. You will suffer for your 'crimes'. Completely avoidable crimes that don't actually benefit you.

So, to replace / displace an old, dysfunctional behavior / belief with a new / better / more optimal / more functional / more desirable one, you have to make the new one 'feel', in every way, as real as the existing one. The old 'film' and 'script' has to be replaced, along with all its audio, emotions, sensory stimulants, and impressions, and associations (very important to follow up all associations, and re-assign them to the new belief)...with the new film...the old program with the 2.0 version...

The process of identifying all the 'cues' your mind uses to define 'reality'...to define a belief as real... 'that is true'... 'that really happened'... 'that is likely to happen / sure to happen' ... requires great attention to detail...most of the sub-modalities, even some of the modalities, are mostly unconscious...the connections / associations the unconscious makes with one mental image / recollection / feeling ... have to be identified... which is not a typical, habitual process for most people...they stumble through life half awake...paying as little attention to the (painful) world as they can get away with... hoping for a painless death as reward for enduring a pointless existence... (how else to account for the excessive, empty, consumption of 'junk')...

So we want to go back and work out how your current beliefs were original 'imprinted' and became your 'reality'... like working out why you ascribe to a particular 'religion' or 'political view' or 'belief' about yourself, your potential, what you 'should' be, 'should' do, and shouldn't / dare not / couldn't possibly...

Most of what you 'believe' will prove to be as reliable as the mass media reports of Donald Trump, or even the 'analysis' of an Alex Jones. Some lies come from 'true believers' like Jones, others are merely 'paid comment' and 'perception engineering'... I won't remind you who 'The father of lies' are. Who is behind the whole 'Madison avenue' advertising industry, Hollywood, the mass media television and cable corporations, the world banking system, the central bankers... who managed to get both Lucifer and Hitler demonized and

‘taboo’...who managed to trick you into thinking you should pay them interest on paper they printed for nothing ... who managed to trick you into genuinely ‘believing’, without any real basis, that ‘The Holocaust’ happened, that ‘Nazi’s’ were of the ‘Hollywood’ variety. That farting literally produces typhoons and earthquakes ...

Once you realise how easy it is to be conned, to be tricked, by ‘con-fidence tricksters’, in your daily life, you will be more open to accepting that most of your beliefs are ‘junk’, and that it is quite easy to replace them with valid truths about TROONATNOOR. So you can stop suffering and dying from cancer, allergies, arthritis, debt, fears of death... and all the wars and conflicts arising when you put lies into a system of communication that requires truth...

So work out your own ‘reality tests’... compare an imagined experience with a real one...they superimpose the content of the fake over the real...until they occupy the same emotional, auditory, sensory, tactile, ‘impression real estate’...the same height, width, depth, smells, sounds, feelings, and connect to the same associations with other things ‘real’ to you... so they become consistent...gain the ‘transferred authority’ of the ‘real’...

Because the difference between ‘real’ and ‘fake’ is the difference in how vivid an impression is... how the imagined or ‘real’ impressions formed at end of the various nerves in the body, are then ‘encoded’ and ‘decoded’ to form the ‘experiences’ you have in your brain...the reality is in the brain...the experience... you can bypass the other ends of your nerve endings, if you activate them in your imagination, so that they produce the exact same electro-chemical impulses in the brain... you can work backwards...from the brain out... you don’t need the nerves at all...but you were born with them...you’ve structured your ‘reality’ out of them...so you need to use the same final products they produce in the brain...you control your brain...your experience...this is why Buddhist monks, protesting against the repression of Buddhism in Vietnam during the U.S supported French-Catholic occupation, and then own military invasion of Vietnam, could calmly douse themselves in petrol and set themselves alight, and burn to death, without flinching in the slightest...because please and pain are all in the brain...our entire reality could be fabricated inside our brain...we could be, as Descarte suggested, brains in vats, like in the ‘Matrix’ movies Descarte’s arguments inspired..

Once you realise this, you are free to construct the optimal beliefs about TROONATNOOR that work best for us all...you can re-define your ‘self’...access your true potential... avoid unnecessary suffering... experience the full range of pleasures and satisfactions that could be the only possible,

rational, logical, reasonable motive for the construction of these experience engines we call selves...

Or have we been tricked into them? Either way, we will be free. Freed to leave them and become 'Operating Thetans', or freed to enjoy their positive potentials, while paying attention to 'pain' as information, as a message, that we need to change something...that something is 'wrong'...that our system needs a 're-set'... a 're-boot'... our noetic structures need to be interrogated and re-structured... we are doing something 'bad' for our organism, our ecosystem, our planet, our organization... we need to re-integrate, or newly-integrate new parts, or existing parts, into new wholes, or existing wholes, ... we need to regain a new integration of parts into functional wholes...we must 'purge' our system of 'bad code', of 'lies', of 'misinformation' , of 'propaganda', of 'bad data sectors', or 'viruses', Etc etc etc ...

The point is that reality is a construct of your own brain...how closely it corresponds to any external 'reality' will determine your ability to 'map' reality and interact with it...if you can't 'really' fly, but believe you can...well...you can guess what sort of problems might arise... so our aim is to entertain the idea that perhaps all of reality is only in our minds, and that no 'external' reality actually exists per se, while heuristically 'calibrating' our internal 'maps' of reality to the apparently external, objective, reality 'out there'...so that we don't end up jumping off cliffs expecting to fly, or just as bad, never even try to climb up to the mountain tops, due to self-imposed, and 'other-imposed' , imprinted, conditioned, programmed, limiting beliefs...those which say 'that is not possible', or 'I shouldn't', or 'I can't', when in fact you can, and if you did, would find life that much better for you and yours, and all of us... which leaves to you honestly look in the mirror and ask yourself, 'if I could deceive others into believing anything I chose, what would I choose to trick them into believing? What could I gain by deception? What short term power, privilege, benefits etc could I accumulate, if only people believed anything I told them. I cannot be honest for you. You have to be honest. To put yourself in the position of the priest, the advertising executive, the person who owns the television station, the radio station, the newspaper, the film production companies, and the official 'news' outlets of the various levels of 'government'...what lies could benefit me? What lies could make me rich? What lies could make it possible for me to model the world as I see fit. To make the world in my own image? To do as I pleased. Now of course you will define these lies as 'noble'. As beneficent. As for the good of all. But of course, for the short-term, there may be costs and burdens placed on others as a result. But, after all, don't all the ends you have planned justify ANY means...isn't the glorious vision you have of a utopia based on your own plans and beliefs worth it? ... everyone is going to die anyway, right?...so surely if billions have to suffer, just to realise your 'vision', that's justified, right? And in any case it will be 'good' for you and yours. So what do YOU have to

lose? Right? Can you honestly tell me you wouldn't 'lie' to the people you need to give you stuff, to do stuff you want them to do, to stop doing stuff you don't like, to give you power, to justify your legitimate use of that power...to enrich you and yours...put you and yours in the positions of power and privilege...where would you stop? ... and what if at some point you realised you'd 'fucked up', you'd abused your power in moments of selfish delight? In fact committed crimes? Would you fess up? Admit to it? Or use your power to hide your sins. To re-define them? to destroy your enemies, those seeking to tell others the 'truth' about you? Really? You'd hand yourself over to 'justice'? Or would you use the power you gained, through your power to deceive, to trick, to confuse, to convince, to keep the power you had, to prevent anyone ever administering justice...to prevent ever having to 'pay' for your excesses, your crimes? I mean, after all, isn't that 'utopian vision' you once had enough reason to justify anything? Your lies, are, NOBLE, aren't they? I mean, hey, sure, a few billion died, starved to death, or of some virus, the world is fucked up, right now, but hey, the ends justify the means, can't make an omelet without cracking a few eggs right? Hey, not your fault...you are only human...but with the power to define other people's realities for them...hey, if evolution hadn't wanted you to do just what you did, then why would it have given you that power to do it?

So you still believe power cannot corrupt? That YOUR leaders wouldn't lie to YOU? That lies are NOBLE? That you can trust other humans with the power to lie to you? Like your Pope? Like your U.S government that has, since 2012, passed laws making it legal for THEM to lie to you...use 'propaganda'... their new 'noble lies', because it is for YOUR benefit? Do you see how your 'leaders' live? Their luxury? Their contempt for you. And yet you still believe they will use the power you have given them, to define reality for you, to lie to you, in YOUR Interests?

Are you fucking mad?

So your aim is to represent the 'imagined' thing as the 'real' memory is represented by your mind...the same symbols, encoding, images, sounds, tastes, smells, touch, feelings, associations...

To overcome bad 'habits', such as getting frustrated and losing your temper, or just patience, feeling tense, getting headaches etc ... by recalling such an incident, then re-visiting it, determined to respond differently i.e employ better resources... and re-living the incident in detail, as closely to real as possible, only this time responding more positively, productively, creatively, and 'experiencing' the positive outcomes you'd expect from that, as if they really were experienced...this gives you a new 'muscle memory', a new 'knee jerk reaction', a new response set ... to similar situations...you are replacing / displacing the sub-optimal response set with a new, more optimal response set...new muscle memories to activate automatically, unconsciously... Say you gave in to a craving to eat or smoke or drink, in reality...in some typical situation where that often occurs...so it has become a 'bad habit'... revisit a recent example of this, but this time employ all your new skills and resources to respond more optimally...and enjoy this experience fully, as if it really happened...to imprint a new muscle memory / auto-response / stimulus-response set...i.e change your behavior, can change your beliefs... often does... e.g proven that if you get someone to do something nice to a person, they will find some way to justify it to themselves, in their unconscious i.e take racial supremacist Jew and get them to do something nice for a 'conspiracy theorist' philosopher, and they will have to somehow justify it to themselves, to incorporate their behavior into their belief system, to make sense of it to themselves, to rationalize it...and so they will start thinking more positive thoughts about people like me... for the same reason Israeli military trainers will get recruits to do bad things to Palestinians, for no reason, to trick their unconscious into 'justifying' such bad treatment by defining Palestinians as 'worthy' of being victimized i.e as 'bad'...as legitimate victims...

Remember we learn more from our mistakes than our successes...we learn what NOT to do... what does NOT work...and thus avoid repeating a behavior in future...all you learn from success is what TO do...and repeated success means you can get stuck on a rail ... less likely to diverge and try something new if what worked in the past keeps working for you... so it imposes limits on experimentation i.e no motive for...i.e investigating alternative options... evolution 'advances' through NEGATIVE selection i.e what does NOT work...and it is competition that drives evolutionary process / 'progress'...if all organisms survive and reproduce, mutation / variation does not represent any benefit...it will not be promoted...evolution is binge and purge...that promotes variety...mutation is a 'mistake' that occurs when a cell does not reproduce itself precisely... innovation is 'breaking a habit' as mutation is breaking the past cycles of reproducing the past behavior / chemistry / cell organization / genetic code ... without such 'mistakes' in encoding / reproducing the code, diversity might not exist at all.

Binging on options means if one variant 'fails' terminally, goes extinct, others that are different are more likely not to fall to the same predator / pathogen /

failure ... so if environment changes, there is more chance that at least one of the variants will still be adapted enough to the new environment to survive, and continue the process of evolution...retain life...go on to 'innovate' and 'mutate' to produce more variety again... so process of binge and purge, mutation, variety, is more successful in long run than one of 'habit', of 'perfect reproduction of past successful plans / strategies / blueprints...

Our motive to innovate, to try and see, to experiment with 'new' things, new ways of defining, of being and seeing, of doing, of interpreting and behaving, new strategies, approaches, etc, is failure...the compelling NEED to discover new ways, new means, new approaches... rather than a mere love of novelty, which also appears fundamental to all living systems / organisms... accounting for our desire for 'the new' in every form, from music, to fashion, to diet, to partners, along with a competing desire for the comfort of the known, the 'predictable' and 'conventional' and 'normal' ... i.e so we are a mix of creature of habit and curious-cat...

[not because evolution planned this...knowing in advance it was best...but because if you compare two systems, where one is not curious, is fearful of any change, and a stickler for reproducing 'what worked in the past at least well enough to ensure we exist', with one where there is a balance between working with what so far has worked well enough to secure our existence, and experimenting with possible superior alternatives that might make our lives even better, and all our lives, not just the priests, chiefs, and lucky few elites, in the longer run the second group will innovate more, prove more creative, generate more optimal ways of surviving, and actually enjoying life, and will soon prove more successful...it will either attract all the like-minded people from the other group, which will dwindle, as the new group expands and shines, until soon there will be no 'raison de etre' for the 'traditional' group ... they will be outdone scientifically, and socially, and culturally...like comparing Australian Aborigines with a Renaissance Italian.

It is 'Necessity (and not curiosity) [that] is the mother of invention', we are told.

The 'new' represents an 'unknown'. This can be scary for many people. For others it represents an opportunity. Perhaps based on their initial 'imprinting'. How they have been conditioned and primed by life's experiences, significant others, and their own innate nature. We all have different thresholds of comfort. Many feel at ease with routine, habit, predictability. Others find such a condition unbearable, and require 'new' experiences, changes of scene, intellectual challenges, etc... The 'unknown' for them represents opportunity. They are by nature or nurture innately expectant of positive outcomes...of good coming to them... so they seek out the new, as they expect to benefit from it in some way... so they are 'curious-cats'.

'Tradition' is always appealed to by those who have somehow attained a position of power, privilege, and enjoys the benefits associated with that position...they wish to retain the benefits...thus they appeal to habit, convention, norms, mores, tradition, 'the known' ... as it suits them ... but probably YOU'D be better off under a different system...a different set of definitions and 'should's and 'can't's' ... the priest, the corporate chief, the 'fortunate' holistic inheritors, are all likely to use their power to keep you focused on 'tradition' and 'conserving' the status quo, and defining it as 'ideal', as 'natural', as 'god-given', or at best, 'the best of all possible worlds'...why risk rocking the boat and making things even worse? How dare you put the elite beneficiary classes benefits at risk! What, they should work for a living? How dare you!

So the owner of a 'patent' is not keen on someone else's 'new' discovery, as it represents a potential threat, a loss of benefits, accruing to the patent holder.

If you own all the oil in the world, you won't be too keen on new ideas indicating that we can generate electricity from everyday water, which they hold no monopoly on. The priest of an existing religion will usually view any 'new' religion as a threat to their own monopoly, and the benefits accruing from it...they will tend to demonize the competition...literally...

Diversity ensures that, when conditions change, one or more of the current population will still survive the changes...it may have been barely surviving before the meteor, but find the conditions created by the meteor entirely to its satisfaction...it was barely adapted to the old world, but finds itself perfectly adapted to the new....that is how evolution, as a process, ensures its success...randomly...the process that produces random mutation will be more flexible than the one that perfectly reproduces something that works well enough under current conditions...simply because conditions change... the ecological whole must be 'adapted' by being adapted to conditions that do not yet exist...

If thinking positive involves a physiologically different posture than the habitual negative cycle of thoughts, then the different posture will need to be practiced....until muscle memory makes it automatic, and it replaces / displaces the earlier negative habits... e.g 'sit up alert, look up to the right, and think something very positive' ... this actual posture may be so unusual for a negative thinking person that it is hard at first to maintain...we have to re-learn new postures to match our new, positive thoughts...so they are convergent...mutually reinforcing...consistent...until they become our 'new' habit...both of thought and corresponding posture...one without the other is no more 'believable' than a bad actor with the posture of a sad, lonely, despairing, miserable wretch delivering their lines 'Oh I am so happy and confident' on cue...the inconsistencies will ruin the delivery...the words just won't be believable...convincing...which is why politicians have always employed

‘coaches’ and ‘trainers’ to choreograph their public presentations...to teach them how to lie more believably...to ensure the lie of their words is matched by an equal deception of body language, posture, fake ‘tells’, false ‘accessing cues’...in fact CIA operatives are routinely trained to ‘beat’ lie detector tests by matching their own ‘subjective reality’ to the lies they say...to make themselves believe the lies...to be so ‘congruent’ in form, and delivery, in accessing cues, in physiological response, to match their breath, heart rate, posture, and accessing cue / tells to the lie, that the lie seems real, even to the lie detector operator...all the ‘indicators’ being that the person believes what they are saying, and thus never betrays, in any way, that it is a lie...so Hillary Clinton has been well schooled in how to ‘appear’ caring, so well that in a blink, once out of the public eye, she can flip back into her nasty, mean, selfish, racist, sexist, ‘true’ personality...at the flick of a switch, as soon as she is aware of being ‘on public display’, she can adopt the body language, tone, appearance, gestures etc of a caring, loving, warm, empathetic soul... ‘And the academy award for best actor goes to...’

‘I can’t’, as in ‘I can’t sing’ ... really means ‘so far I have not managed to sing’

‘Elastic memory’ of metal analogy for ‘threshold’ i.e an imprint / memory / belief will return to its default only so many times, after which it remains bent or breaks ... so repetition of new ‘belief’ important element in de-programming...de-imprinting ... new imprinting ...

Don’t pretend... actually ‘step into’ the visualization...make it real...experience it vividly...vis a vis your typical ‘reality testing’... ‘New habit generator’... new belief generator ... new experience generator ...

Many of our most compelling, though erroneous, or sub-optimal beliefs were instilled by people with good and malicious intentions, before the age of 5 ... e.g parents, significant others, television etc... so much of our ‘reality’ is erroneous...like ‘religion’.... And we tend to exaggerate, conflate, distort experiences ... so we cannot trust our ‘memories’... a ‘false’ memory or erroneous belief can have a huge impact on our lives...we may base important decisions on erroneous beliefs we integrated into our noetic structures, about ourselves, our limits, the world, our place in it, etc...Oedipal guilt, religious guilt, taboo guilt, sense of responsibility out of all proportion to reality...

Your new beliefs must be consistent with your overall sense of ‘self’...self-definition etc...

Remember something vs imagining something you know isn’t real ... where do you ‘see’ the images in your minds eye?

Looking down to left indicates internal dialog i.e verbalization ... how talk to self in own head... what say to self... internal voice ...

Looking up and to left indicates visual memory (actual memory Vs constructing something actively i.e lieing / making it up)

Looking down to right indicates accessing feelings

Contrast different memories / recollections / visualisations to see what 'accessing cues' they display, to see if they are consistent, and decide if person is really remembering or making it up...

Then practice / teach to develop same 'strategy' for things they want to believe e.g I can lose weight they use when they talk about / visualize things they already believe e.g I can play guitar... what is the difference in the two visualisations...get the desired belief to converge, in terms of how the person relates to the 'beliefs' and visualisations, until the desired belief 'I can lose weight' has all the same vivid properties / scope / qualities / compellingness as the belief they are already certain of...then get them to practice the desired 'visualisation' until it becomes both compelling and second nature / automatic the 'habitual' way of thinking / imagining / relating to the subject e.g I can play guitar and I can lose weight have equal compellingness and automatic nature...including if they move both hands or one when saying / imagining / visualizing the two beliefs...observe them and then get them to gesture the same for the compelling belief and the one they want to believe...

Look for pattern in client's responses to identify their accessing cues and thus what is 'real' to them, and what 'imagined'...what they really believe...

Dieting is a struggle...hard...uncomfortable...

Observe when gestures symmetrical, i.e with both hands, Vs just one...to see if that is a good indicator of internal conflict

Imagine, in your mind's eye, yourself coming to yourself for therapy, as your client, so you can visualize the situation...hear yourself describe things, watch yourself visualizing things, observe your own accessing cues, posture etc...

Visualise / feel yourself, in toto, when you 'know what to do' i.e are confident, have all the answers...then translate that totality of impression to the belief you want to have, the situation where you want to have all the answers...

Get into the 'bigness' of the feeling, or shrink it down a little, or give it a pulse and put it out there...

Go into feelings, then look up to left to visualize it / see it ... then back down to the right to go into the feeling, then look down to left to dialog with self ... etc...

Can zoom out and in...move right out to see self, and anything around you, from a distance, so see all factors playing a role in your belief... separate yourself from any part of the 'picture' that is holding you back from embracing the new belief...

Think of something you know you can do...that you are confident about...that you truly believe...compare this to something you wish you could do, and observe the differences...holistically...5 senses...now take the holistic sense associated with what you can do, that you truly believe you can do, and transfer it onto / into the limiting belief...the uncertain one you want to become compelling and real ... if something stops you doing this, work out what it is... make the limiting belief as much like the resourceful belief you can ... identify anything interfering with the transfer of all 5 sense 'belief' elements from the resourceful belief to the limiting one...e.g past experiences that come to mind i.e 'imprints' that tell you 'I cannot', and limit you...significant past experiences that have molded your belief that 'I cannot'...

Imprinting = introjection... significant / traumatic event at particular stage in development can 'imprint' beliefs about self, world, what 'right and wrong', so person 'introjects' a belief into their subjective reality...it becomes real... like duckling will take first moving object it notices after hatching to be its mother, and if that happens to be a ping pong ball rolling past, then when it matures, at mating time, it will attempt to mate with objects similar in shape to the ping pong ball, rather than other ducks...

So a child that is beaten, and told it is unlovable, undesirable, detestable, responsible for all the misery of its parents, (and by the priests that its sexual impulses / thoughts are 'original sin' responsible for all the suffering in this 'vale of tears', 'imprints' these beliefs as 'facts'... introjects them into their self-definition / idea of self... models their behavior on significant others or significant incidents that really made an 'impression' i.e imprinted a belief upon them e.g the world is scary / dangerous, when you get angry with someone you beat them, that you are not worthy of success, love, happiness...

When you regress back in time, seeking out the traumatic / imprinting incident that made such an 'impression' i.e formed a fixed / limiting belief about the self and world, that is responsible for the imprinting of a phobia, symptom, etc,

memory will fail...things will become hazy...this is the time to pay more attention...this is often the 'veil' protecting the conscious mind from the trauma of the incident...

Perfectionist parents fuck a person up...because it will never be enough to 'get it right'...it has to be 'perfect', and every time...so you are doomed...anxious that next time you will fall short / won't be good enough to earn their approval / acceptance / affection / love And be abandoned, emotionally (which is the same thing) and/or physically i.e the 'feeling' of rejection is so closely tied to actual physical abandonment, being 'left to die', that there is little real affective / effective difference in the 'experience' of the child... so the anxiety / fear will always be present...for who can always 'get it perfect', 'every time' ? The person is doomed. Bound to become totally neurotic about 'falling short' ... fear of failure ... implicit even in every success... 'what about next time?' ... this was so hard, can I manage it next time?' ... so there is really no joy in any achievement ... you live in fear of the 'next time' with no real joy in 'this time'... it is all a task with the unconscious desperate despair of 'what's going to happen when I fall short'...I will be rejected, abandoned...left for dead...left alone...

If you got love, affection, acceptance, praise, approval, support etc for 'trying hard' and for each little success, then each little success will bring you true joy...by association...you will feel competent at 'earning' approval / acceptance / love / affection / support ... you will be motivated to try hard, and the unavoidable 'misses' and 'fails' won't weigh too heavily on you...you tried hard...and next time you'll get there...and if not, well its not a matter of life and death, approval and rejection, abandonment and survival...is it? ... not for you...but for the poor perfectionist...who seems to have it 'all together', life is a constant struggle, a doomed struggle, immersed in fear and a 'free floating anxiety' ... wondering what 'mantra' to repeat, what 'magical gesture' to repeat, what god to pray to, to sacrifice to, what part of their 'act' is 'letting them down' and 'threatening' them...is it their hair? Is it something they said? Do people resent something? Are they talking about something about them? Do they go to the right church often enough, wear the right clothing, have the right opinions and views, have the right university degrees? Drive the right car? Live in the right postcode area? What part of their 'perfect world' is going to let them down...they are always on the lookout...always fearing they have displayed some weakness, said the wrong thing to the wrong person, always vulnerable...at any moment their perfect world can come crashing down, if they 'fail', if they 'don't get it right'...they might either retreat completely from the world as a recluse, or work harder at perfection, so hard it is no fun, there is no joy, no satisfaction...and any 'competitor' that might take the spotlight from them, that might 'shadow' them by even greater perfection is a real enemy...a real threat...

Some people simply 'drop out' at the last moment, for fear of failing...what if I fail? It will be the end...by never really 'going the last mile' and 'pushing themselves to their limits', always 'holding back', they can avoid failing, having given their all, and fallen short, which would be too devastating to imagine...and then what of those people who have 'learned' that if you succeed, you hurt your parents, siblings, friends, cohorts, or lose them, lose their approval and acceptance...will be abandoned as a 'tall poppy'...working class people know this feeling all too well... 'don't get a big head now'... 'don't shine, as others will feel drab' ...

Say a sibling was great at something that elicited genuine acceptance, approval, praise, pride from your parents ... and you feel you could never achieve that same level... so why bother at all?... maybe easier to get their attention by failing?

ANCHOR = stimuli that consistently produce the same internal state in a person...an external stimuli that becomes paired with an internal state (emotion/feeling/state of mind) or set of representations e.g sight, sound, touch, taste, smell (a rich and vivid memory of something on several 'sense' levels)... a 'trigger'... e.g you smell something and suddenly you are transported by a vivid memory or an incident/s associated with that smell...or you hear a song, and are transported back to the first time you heard it, or the situations in which you often heard it, in your youth... these can be deliberately 'set' as 'triggers'...as stimulus-response pairs...they can be used to 'trigger' and then 'hold' a particular state...e.g pair a carefree, calm, happy memory with a touch on the shoulder...you can then trigger that memory, by touching the client's shoulder, and as long as you keep your touch there, the client will remain in that memory...this is an example of a 'kinesthetic anchor'... smell, however, is considered the most powerful, so it is often used in therapy i.e achieve a desirable state, then 'anchor' it to a powerful perfume you give the client in a bottle, and then any time they need, they can open the bottle, smell the scent, and be transported back to that state...songs are also typical 'triggers'... but particular images e.g patriotic flag... or shapes e.g sexual connotations or actual sexual images...

If person 'drawing a blank', offer a metaphor / story of people walking in fog, and still finding their way, using other cues...

Get person to relate anything that occurs to them...build up a memory from seemingly unrelated recollections, no matter how basic and apparently

unrelated...sights, smells, sounds, tactile sensations, cold, heat, brightness, darkness...encourage exploration...until build up a memory from these scraps...

An imprint is an event / experience which produce a belief / group of related beliefs... what is key is not the content, but the impression/belief it lead to the person having... in NLP it is not so much about processing the trauma, but merely recognizing what limiting / dysfunctional belief it produced in the persons mind...

As with ducks imprinting on humans, other animals, or inanimate objects, what is critical is the timing...as the brain develops, it reaches critical points in its development...of course identifying 'mother' is a critical decision... a duck may hatch without the mother present, as it emerges from an egg...a problem most mammals don't have...we may not be able to be sure of the father, but mamma is pretty easy to identify...

But it appears that people at least can be re-imprinted...re-programmed...if we can first identify the original imprint...to target it for NLP... to change core beliefs that shape our personality, behavior, and thus life outcomes...

If a parent / siblings / teachers encouraged/ supported/ helped you, you will have developed differently to the child whose significant others mocked you when you failed, wanted you to fail so they could mock you, fearful that you might succeed and 'steal' their limelight / parent's / peers affection/status/approval, gave up on you immediately and imprinted that 'you can't do that, don't try any more', who 'gave up on you immediately'...who never nurtured any sparks, never tried to help you improve, never explained how to do something, just said 'you're too stupid, not worth my time trying to explain', or simply left you alone, without a chance to learn anything... sure there are naturally gifted people who will end up shining no matter what life throws at them...in the end...but most of us require external assistance...tutoring...coaching...teaching...and have to go through a learning curve before attaining competence in something...of course some just 'get it' intuitively...the natural sportspeople, musicians, etc... but most of the people who appear 'naturals', like Mozart, and sportspeople, were intensely coached and trained from very early childhood, grew up in musical or sporting families, and had every spark nurtured to full blaze, by parents, siblings, coaches, trainers, tutors, etc... 'The natural' is often as much a 'hot house flower' as any orchid...

More to the point, we can never know what potential we are abandoning...potential not just for art, music, sport, etc...but for happiness, joy, a caring and sharing, secure, creative society... makes you wonder who might have an incentive to keep the world as it is...sub-optimal for most of us...but you

don't have to build huge conspiracy maps... consider parents who resent their own children's talents, siblings who want to 'sabotage' the gifted sibling, peers who hate their betters...even teachers who hate to see some poor working class kid shining, while their own kids appear dull...especially if that kid is the child of some other 'race' or 'nationality' ... one the principals parents were 'at war' with... especially where those person's fragile sense of self worth is based on the assumption that merely by belonging to a particular 'race', they were guaranteed the entitlement of feeling superior...etc...please read my other TROONATNOOR books.

'I'm not good at sports'. 'I'm not good at math'. 'I can't dance'. 'Girls don't like me'. 'I'm ugly'. 'I'm stupid'. All of these 'global' definitions can emerge from a key incident where they were imprinted as beliefs. A significant other stating, and then repeating 'YOU are not good at'...'YOU are stupid'.... 'YOU are ugly'... 'YOU are unloveable'... YOU are guilty and don't deserve to be happy'...After which the person never bothered trying to learn how to play, study math, dance, study, or socialize with girls. The motivation is gone to overcome the obstacles that all learning processes pose. And so the child with all the right 'imprints', no matter their genetic potentials, will tend to outperform, in life, in happiness, the child with the best genetic inheritance, but the worst 'imprints'...

These imprints, these beliefs, can become the 'seed' particle for their entire personality and life story. The basic assumption of their beliefs about themselves and the world. The blue-print. The basic sub-programs that all other programs will later be forced to adapt to, to accommodate. Later experiences of 'success' will not 'imprint' over the critical developmental stage 'imprint' of 'failure'. Because the imprinted belief was 'stamped' upon the unconscious by the affects of the incident, at a time when the child's mind was not capable of rationally, consciously, evaluating its validity...it just accepted it as real...as reality...and almost nothing that occurs later in life will 'over-write' it... because it exists deep in the unconscious levels...levels of affect...where 'reason' does not apply...so we have to go back to it... to 'bleach' the hard drive...to remove the original sin against that person, and replace / displace it with a virtue...the sin was committed AGAINST the child...it was not the child that committed any sin... the original sin was making the child feel guilt, for something there was no need to censure it for... but this guilt gave the organization doing this mind-control 'imprinting' power over that child for the duration of its life...

O.K, so read my original TROONATNOOR vol I and 'Religion', volume III in that series, if you think 'religion' is 'noble'. And good. And worthy of being reproduced. Or if you think it time to free yourself, and others, from its thrall.

Compare the bright, happy, active, optimistic, charming, determined, joyful child with the miserable, complaining, despairing, passive, unhappy, dull child. Then compare the adults they become.

One of them was 'imprinted' at the key stages of its emotional, intellectual, and physiological development with positive beliefs. I am loved. My status is secure. I am safe. I am approved of. I can trust people. Life is great. I can do this. I can overcome obstacles. I can learn. I am good. I sometimes do naughty things, but no-one is perfect, and no-one has to be. People will forgive me if I am honest and try to make up for what I did. I can work hard and be rewarded. Life is fair. People who work harder get rewarded more. If I try hard I can succeed. If I fail, it is O.K, I can just get up and try again. Or find something else to succeed at. It doesn't matter. I don't have to be good at everything. I don't have to be particularly good at anything. I am O.K just being me. Trying my best. People like me. I will be able to have a good life, if I work hard, be honest with people, and take chances (and accept that a lot of the time I will fall on my arse, but that's O.K, people will still like me, accept me, approve of me, even if I fuck up...no-one expects perfection, I don't have to bear grudges, I can forgive people, They will forgive me. If I ask for help, someone will help. Not every girl I like will like me, but I will find the girl that is right for me and we will be happy together. Life is an adventure. Don't take it too seriously. But be responsible. Take some chances. Accept the risks. Take responsibility for what I want. Work hard for it. Take the hits and get back up like Rocky, and fight harder. But life is a game. Not a struggle. Life is meant to be good. To be interesting. To be enjoyable. No-one has the right to judge others. Judge their actions. Judge the outcomes of their actions. New things are interesting and exciting. New people are interesting and exciting. All people should be given the chance to shine. Etc etc... can you imagine all the positive 'imprinting' we could be doing...and all the negative imprinting that is being actively pursued by narrow vested interest groups like 'religions' and 'governments'???

So you can be imprinted with positive beliefs, expectations, definitions of self and the world...or by traumatic, negative experiences which imprint you with limiting, negative, dysfunctional, destructive beliefs... and don't for a minute imagine everyone is acting with the best of intentions...motivated by good will...and beneficence...accept that there is a lot of malevolent, jealous, envious, controlling, enslaving motivation out there...not everyone wants the best for you and yours...and often the ones who make the greatest show of it, to gain your confidence, are the worst offenders...remember that liars go to more effort to convince you, and win you over, than do honest people, who have nothing to gain from you believing them or not, for they are not seeking to opportunistically

exploit you, later down the road, after having gained your confidence with 'gifts' and 'flattery', and false hopes of unrealistic outcomes...go back and re-visit all your own 'motives' in every interaction in your life...be honest and we all find less than desirable motives behind many of our actions...or at least recognize the destructive, negative, jealous, envious impulses that we had to overcome before acting in the way we considered correct and appropriate i.e we all had to overcome some vicious impulses to act virtuously...pretending we didn't won't help others do the same...

There is some 'programming' that is genetic...basic sub-routines...however a lot of it is 'learned' or 'programmed' or 'imprinted' during childhood, and even adolescence, and even later in adulthood. Though few people change much, as adults, in their beliefs, without a conscious effort, and lots of 'prodding' by life experiences.

So maybe the child of the mother who beat them has the same 'genetic predisposition' to become frustrated easily, and expressing that frustration as violence, even upon their own, defenseless, child. But surely that experience, which imprinted the belief that 'this is normal', 'if I don't get my way with someone I am physically stronger than I can beat them, express my anger and frustration with them, and force them to do my will', is going to increase the odds of that genetic predisposition expressing itself, while other more positive predispositions are not allowed to overcome the negative one. A child taught the resources of how to deal with frustration, anger, etc verbally, and with other more positive, functional strategies, is more likely to resort to physical violence at some point...they will not have learned how to 'blow off steam', and avoid the situation by communicating their needs / wants in other ways, finding alternative strategies to getting their kids to 'behave', and developing reasonable definitions of what is possible with kids, and not worrying 'what the neighbours think' or 'what my friends think' e.g the house is a mess, my mother in law will use this against me, the kids are listening to me, they are going to make me look bad, the little.... And so the volcano erupts, when at so many points in this cycle the outcome could have been avoided, by implementing various strategies...which sadly the mother never learned from her parents, or anyone else...

The mother may have regressed to her own childhood, and introjected herself into her own mother, into that mother's rage and frustration, and began re-living the event as her own mother...like being 'possessed' by the abusive mother ...

An adult may unconsciously feel 'comfortable' in abusive relationships, and unconsciously seek them out, and reproduce the earlier abused victim status...or introject the abusive, victimizer status... two sides of the same coin... so victims

are much more likely to become victimizers... abused abusers... for genetic and social / imprinting / programming / conditioning reasons...

Two people with the same experiences, but different genetic predispositions, may respond differently, with one committing suicide, and the other killing someone else, as a result of the same experiences...but either way the outcomes are negative... though occasionally a genetic predisposition, with the right later life experiences, can lead one victim to transform their entire society...or at least that group of people they have contact with...and bring forth something marvelous and wonderful out of their tragic, traumatic experiences...

As most imprinting occurred early in life, we have to regress to that earlier stage of life to re-imprint...to over-write the programming...re-write the hard-disc...purge it...

Note that when you hit 'delete' you don't delete the data, just the address to it...

The same is with imprints...just 'denying' it happened and 'blocking it out' does not delete it. You may not be able to remember it, having 'deleted' the address, but that 'blank space' in your memory is still active...still doing its damage...you have to re-locate the address, go back, and over-write the data...replace it with a new, positive imprint...

They say we 'become' our parents...which means we express the same qualities they expressed around the same age... we 'meet' our parents as children and teenagers, not when THEY are children and teenagers, so we define them as adults...and feel different...but it is just that we are them as children... and when we become adults, we become them as adults...which leads to the illusion of only 'becoming like them' as adults...it is literal...

But parents can 'escape' history and re-imprint themselves, to escape their own parent's conditioning / programming / imprinting, and offer their own children much better role models, and more positive imprints...conditioning...if they stop reproducing what they were offered, and actively take steps to produce, consciously and deliberately, new models, beliefs, imprints etc in themselves...

So a generation can 'break the cycles' of the past...cease merely reproducing the past cycles... and start working on more optimal beliefs, definitions etc...which is what my TROONATNOOR books are all about...they were written for me, as my own reference materials...and offered to you so you can benefit too...and because there is no such thing as living free among the enslaved...living optimally among prisoners... even managing to maintain my own sanity and freedom among people conditioned to stamp out any sign of sanity or freedom in

others...conditioned to hate those who are even trying to escape...why should THEY escape?... and so they cut down the tall poppies, blow out the lighthouse candles, cut down the tall timber, destroy their 'betters', ... so life is 'fair' i.e everyone is equal...at the lowest common denominator...equally miserable, detestable, self-loathing, hate-filled, despairing, and vicious...

Working class people, where I grew up, were actively conditioned never to be happy, never to strive for anything but sporting achievement, never to shine, never to 'get a big head', never to try to raise themselves 'above' their peers...people in my family? Lets not even go there. But you can guess it wasn't a positive, nurturing environment for any of us.

PLEASE READ MY OTHER BOOKS

One strategy to reveal 'hidden' 'repressed' memories i.e imprint experiences, the source of current limiting beliefs, is to have the client / self make up something, randomly, to fill the blank...this gives their unconscious a chance to express the truth...in some form, that it felt too traumatic to process directly... that it 'disassociated' from... dis-owned...repressed...denied... to avoid the pain... the threat of being overwhelmed by it... or it is just too 'taboo' ... noting that 'taboos' carry unconscious threats of 'fates worse than death', thanks to 'religion' etc

You can 'anchor' a powerful resource state like 'courage' or 'fearlessness' in a session, then 'trigger' it, with the appropriate touch/smell/ phrase, at the time when the 'blank' is drawn, to empower the person to face what their mind is holding from them...the traumatic 'too bad to face' experience ... the pain they unconsciously realise is waiting for them there, in that place...or powerful taboo thought ... e.g I want to kill my father to take his place with my mother ... the 'classic' Freudian taboo experience / thought / source of sexual taboos / repression of sexual thoughts etc...

Metaphors are processed by the left and right hemisphere together, so they can be used to address reason and emotion, and often succeed where other attempts at overcoming resistance to facing a traumatic situation / memory / imprint experience fail... i.e indirect approach...of classical 'myths', 'parables' etc...appeal to unconscious without directly challenging / threatening conscious ...

Often need to 'change positions with the significant other' in a memory related to the imprinted belief, and ascribe positive intentions to them, or empower them with resources for dealing with them, the 'victim' or mere interlocutor...i.e have them say the right things, do the right things, to produce a new imprint, which will replace the old one...

Looking up to left indicates person 'accessing a memory visually'... 'accessing a visual image'...

Having noted that the person is accessing an image, get them to make it more vivid, and access other sensory data, such as feeling...what began as a vague image can be developed into a 5 sense detailed, vivid recollection...of something repressed...e.g divers fear of 'murky' water...first accessed visual image of murky water, and then accessed memory of 'feeling something squishy', which they had repressed, as they had walked on a dead body in a muddy creek, a very traumatic experience which had imprinted the fear of murky water in the child, which remained long after the memory had been repressed...facing the memory relieved the diver of the phobia... once realized source of fear, can give client new resources to face the reality of what had happened, without repression, and without the fear of murky water...could learn to merely become appropriately 'cautious' around murky water, rather than fear it as such...

Imprint usually unconscious role modelling of others...i.e taking their words to heart, believing what they say e.g you are no good, unlovable, unwanted, will never amount to anything, guilty of X and Y and Z and fucking everything... or introjecting their behavior and making it your own e.g mannerisms, behaviors, beliefs of world and yourself... NLP about letting YOU define everything for yourself...go back and reject the definitions others forced/ imprinted upon you...re-define your 'self' and reality for yourself... but be careful not to merely reproduce the same old shit...you'd better be honest with yourself...now you have this power... otherwise you may do even worse with it than others did with it with you...

When question client, aim is to 'calibrate' their accessing cues...to work out how they work out what is real...to know when something is real to the person i.e what tone of voice, posture, accessing cues, tell the therapist when the client really believes what they are saying...mostly unconscious on the client's part...their conscious words etc reveal less than their unconscious 'tells' i.e 'I really believe this' ... so can later transfer all these 'reality checks' and 'proofs' onto the desired belief... put them in the same visual location in their mind's eyes...have client in same posture, tone of voice, mannerisms etc...so 'layer' the new over the old, and replace it, in as many places as possible, on as many levels, dimensions, for as many senses, as possible...so it becomes as real, to the client's

mind, as the original...only with the new positive spin / variation / belief as the content ... i.e taking all the original 'impressions' associated with the original content that makes it so real for the client, but superimposing them / applying them to the new content...so now the new content has all the transferred authority of the original...and the new content, the new imprint, the new belief, is at least as 'real' and 'believe-able' as the original...

Therapist as 'guide' / 'travel agent'...where do you want to be (or is it go? i.e journey Vs destination?) ... need to elicit details ... N.B always change a 'I don't want X etc' into 'I want Y' i.e get client to think in terms of what they WANT...in positives... to always convert a negative internal dialog, image, feeling they do NOT want to have, into its reflexive positive ...so not 'I will lose weight' but 'I will gain the figure I've always wanted', not 'I will not have these debts / pain / suffering / problems' but 'I will soon be financially independent / having fun / enjoying life / enjoying simple things / pleasures (i.e never refer to 'pain-free' or 'rid of pain', etc...as this is negative reflex, must focus unconscious on the gap between poles, not the poles...the image / the language will program the unconscious, which does not 'get' NOT... i.e beyond good and evil... 'the fruit of the tree of life, the knowledge that only good exists, evil / bad / is merely communication / feedback...

Vividly imagine how you want to feel, with all senses...use own past experience as model if can, otherwise construct completely from wish list ... like clear instructions for unconscious about what 'reality' to construct...so it can begin working towards it...setting the wheels in motion...include posture, breathing, accessing cues...all so can convince self actually there, having that experience...which is why great if have model of past experience to use muscle memory, compare 'fake' with 'real' ... so 'believe'...

Spin 'no symptoms', which refers to the problem, to 'feeling good'...energetic... happy...confident about future...looking forward to good stuff... feeling bright and cheerful...feeling proud and satisfied ... sense of achievement... feeling deserve good things-have earned them, and are anticipating them...

Maybe imagine self doing stuff that indicates success, well-being, health, vitality...e.g working out, jogging with pretty women, chairing a meeting, giving a presentation, making a big sale, finding a solution...like in a dream, or stoned, you can have a feeling with no content ... or content based feeling i.e with props associated with outcomes desire to 'prove' 'you've made it'...you are healthy, financially independent, have that job, have that relationship, ... all framed in what you DO want, and NEVER about what you don't want...

Can see / feel / hear / taste / smell self interacting with people positively, joking, laughing, flirting, feeling comfortable, at ease, not having any craving for food or drugs or sex (whatever addiction you suffer from)... show self eating healthy, having great relationships, taking breaks to read / walk / talk with people Vs smoke / drink / shoot up etc...i.e the positive alternatives you want to have as new habits...new responses to stress...new responses to challenges...boredom...etc... so need to give client these alternative response resources...positive resources...Vs destructive / temporary 'fixes'...

Model visualisations of health issues...e.g of immune system and body communicating better i.e identifying healthy cells, and passing them by...avoid 'conflict' models...seek out models where body is an ecological system, or organization...a 'team' model...where it has learned to work as a team better...got a better coach...is communicating better...on good terms... use 'hairdresser' metaphor for immune system 'trimming back' tumors / growths, all in positive sense ... or sharing a burden with other team members....

The AIDs virus attacks parts of the body's own immune defence system, leaving it prone pathogens / other viruses / infections...it infects the immune system's 'marker cells' which plant 'flags' on 'foreign' cells to identify them to the immune systems 'clean-up' squads...to eliminate them...so they identify the wrong cells...it is a question of 'propaganda' and 'communications'...

Exactly like the Jewish mass media...they define the patriots as terrorists, the friend as enemy, so YOU will target the patriots for elimination...

The 'treatments' available at present actually target your own defense mechanisms, to make them less efficacious, so they can, ironically, do less damage...but this also weakens your defences from other pathogens / infections...

Many people with the AIDs virus don't have any symptoms...the 'propaganda' of the AIDS virus is not confusing their defence systems...they are not targeting their own healthy cells...the propaganda won't 'stick'...it isn't 'believed' by the body's immune system...the communication system is still working and the 'lies' of the AIDS propaganda won't take...it fails...

One clue about the nature of many illnesses is that, in people with multiple personality disorders, one of their personalities can suffer from a disease, allergy, illness, phobia, and have totally different immune reactions to another

personality. But they share the same body! So what does this reveal to you about the power of the mind?

There are cases where one personality has diabetes, and another doesn't.

This highlights that the way we think about our 'selves', our 'identification' our 'beliefs' have a huge impact on our health. And so changing beliefs about your 'self' can result in major physiological changes...cures...immunities...

Blood vessels can be dilated (widened) or constricted by beliefs...or when e.g asthma / illness is 'rewarded' with positive attention / love or avoidance... later in life this can become translated into constricted arteries and heart attacks / strokes...

Observe client when talking about some belief they have / can change, in their own view / belief, and beliefs they feel they cannot change e.g accessing cues associated with each belief set...then move the 'can't change' accessing cues and physiology i.e calibrate this during interviews...in the direction of the 'can change' ones, until they replace the 'can't change' cues / physiology...e.g 'can' evokes looking up to the right, and 'can't' associated with pushing hand down to left behind them'...etc...observe what behaviors, mannerisms etc associated with each belief set i.e the beliefs they can and have changed, and those they believe (feel) they can't...

First replace '*can't* change' with '*haven't* managed to change YET'...

Then vividly immerse in memory of something you have changed, some belief you have 'corrected' and replaced... or at least had the distinct feeling you would...i.e confidence...belief that you could change it...

Observe for patterns...wait until have discovered the pattern in their cues/physiology i.e their 'tells'...don't jump to conclusions...observe behavioral responses to different suggestions ... identify 3 or more examples of the same nonverbal 'tells' / cues / reactions...consistent behaviors...around some 'locus' ... e.g the 'locus' of 'I can' and 'I can't'...

Looking down to left indicates client 'thinking in words' i.e verbalizing thoughts to self...

Listen for belief statements of a global nature e.g 'Its always been difficult for me to get what I want'... 'Life wasn't meant to be easy'... 'You're no good at math/sport/with people'... 'Internal terrorists'...

Ask client to search for source of that internal global definition / belief...when did it first emerge...where did it come from...what context...

Looking up left is 'seeing in your mind's eye' what you are imagining...

Go with any emotion that emerges e.g. anger and frustration... 'My life's always been so hard'...

Frustration = have goal, but don't know how to achieve it... you are frustrated in attaining some desired objective / object ... a history of frustrated attempts / failures will limit what you are prepared to sacrifice, invest, risk in attaining future objectives... as soon as obstacles appear, and frustrate current attempts, they bring up this whole history, and the belief of their inefficacy...

Anchor the feeling of frustration by getting client to recall all their frustrating experiences as far back as they can recall... recollect... vividly... fully immersed and engaged in... then 'anchor' those feelings to a touch at a particular place e.g. shoulder...

When client comes across 'content' doesn't want to talk about, just get them to indulge in the emotions... the frustration, anger, etc...

If they are observing themselves from the outside of the situation, as a bystander / observer, get them to introject themselves back into the person they were back then, to become the actor again... to 'enter into it' ... rather than merely observe...

Often fear becomes imprinted by some event that getting what you want is associated with trouble / problems / negative consequences... so you sabotage yourself from then on... feeling you don't 'deserve' success... not 'entitled' to it... to getting what you want, to happiness, to success etc... guilty feelings about even wanting it... that if others knew what you wanted, they'd reject you... abandon you... or they'd come to some sort of harm... fear that the world will 'get you' if it knew what you wanted [come on, how Freudian do you have to get, the fear that if father knew you wanted mummy, and were willing to kill him, he'd surely hate you / reject you / abandon you / punish you / kill you !!!]

In NLP do not need to confront actual Oedipal desire, or any other content of situation... just need to immerse self in the feelings associated with the content, the event... ask client to identify any generalisations that are forming in their mind at the time of the event, as they are re-living it... e.g. I don't deserve what I want, I can't get what I want, it is wrong to want it... it is dangerous to want... getting what I want is associated with trouble / danger etc...

Then remove 'anchor' i.e. hand on shoulder, and return to present

Now get client to observe the same situation, from a distance, as an uninvolved bystander / observer... without entering into it... being watcher not participant /

actor...like watching a film...the you in the film being someone else...so you are not emotionally invested in the content...passive observer... Ask client how that experience they are watching affected them e.g gave them feeling of guilt attached to wanting something...i.e ask 'how has that experience affected you since then?' ... e.g feel guilty any time want something... that what you want is bad... you don't deserve to get what you want...I'll be punished by the world ... free floating anxiety of punishment for desiring something / getting what want...what I want is bad... as underlying belief...globalization... generalisation ...that becomes transferred to any objective / goal you want to attain...so sabotage self...give up...don't invest enough effort etc... e.g Oedipal desire associated with general fear of success / self-sabotage...punish self so world/daddy won't...guilt at own happiness/satisfaction...generalized from specific desire/guilt to identity / global / general belief underlying all beliefs / definitions of desire / want / success / satisfaction...a belief cluster / belief set...

This belief will be 'confirmed' by every experience after the initial experience that produced it...mind looks for patterns, to confirm what 'knows' already i.e current beliefs...so there will appear to be a history of confirmation...so must reach the original experience when the belief first emerged...to avoid simply confirming the hypothesis it generated...and fixing it even more firmly... self-fulfilling prophecy...any setback, disappointment, bad experience will be used to 'confirm' the belief, while any experience that contradicts it will tend to be overlooked, or accepted as 'exception' that proves the rule...

So don't even attempt to argue with the firm belief in the present...have to go back to when it emerged, and challenge it then...before it got rooted...when it was just a single event / experience, and not yet 'confirmed' by later 'experience' and 'selective perception' etc...

Our interest is not the actual event, but how it produced / established a belief... usually most prone to this before reasoning skills emerged to challenge imprinted beliefs...e.g infancy, adolescence...or some really powerful later experience...

By first verbalizing the realization, we begin a re-structuring of the brain...the noetic system...the system of beliefs...at least open it up to potential transformations...we start engaging the entire brain...involving it...activating it...escaping the pure cyclic habitual reproduction of the past beliefs...the pattern...engaging the unconscious...

[MHR good example...did you exercise this morning...i.e you usually do, but sometimes don't, and sometimes hard to decide if you have or not, as it is such a routine habit...how do I determine if my belief that I did is correct, or the belief / doubt that I didn't?]

[maybe Oedipal complex at base of ALL guilt...i.e 'conscience' ... in humans ... basis of most people's observance of basic rules i.e fear Vs logic of 'as you do unto others, they are likely to do unto you' etc]

Beliefs are often generalizing / globalizing Vs specific i.e mind looks for patterns...accepts superficial appearances of pattern...calibrates psycho-cybernetic feedback systems to them ... the earlier ones most powerful as mind 'blank slate' eagerly waiting to gather impressions and construct patterns / expectations i.e 'define reality' ... key to survival... innate process... mind loves to find patterns...to construct them... hence music, architecture, philosophy ... science is identifying and harnessing apparent patterns in world... keen to be 'imprinted'... eager to discover a pattern ... so often constructs from material given, prematurely... then conforms later experiences to that pattern, where they can be forced to fit / manipulated / distorted... when an initial imprint is reinforced e.g same parental behavior / imprinting, they become fixed / established...and where nothing contradicts the initial experience / impression, the mind will work with the initial material exclusively, tend to distort vague / indistinct etc later experiences to conform to 'pattern' constructed at earliest impression... i.e the mind NEEDS a pattern to define reality by...to navigate by...

Initial experience of 'I don't *deserve* what I want' may become 'I can't *get* what I want'... which is different...so if go back to original imprint can remove the 'can't', and then continue to work on the 'deserve'... so now person believes 'Can', just a question of overcoming the 'don't deserve' objection...the fear of punishment...

The experience may have been confusing, even positive, at time ... e.g the sexual pleasure of being 'molested' by a significant other... experienced orgasm pleasure, but associated with feeling 'this is wrong'...or later the experience seemed 'wrong', due to how people talked about sex etc... as if it was bad... which re-defined the past experience, up till now neutral and just odd, or even pleasurable, as 'bad' and 'wrong' and somehow YOU are guilty because you participated passively, or actively enjoyed it...

And so after the event, a person may attribute meanings to it that were not present at the time...e.g participation in a sexual act, either as willing pro-active participant, or as passive, pleasurable participant, or passive neutral participant, or actively non-voluntary, forced participant in unwanted and painful act... i.e an entire spectrum of 'molestation'... at time could have had one or more meanings

very different to that later attached to the event / defining it...and the persons beliefs...

Later may feel guilty as wanted it, or allowed it to happen, or enjoyed it ... or hated it but didn't fight hard enough ... very complex ... no reason to make assumptions ... and with NLP don't have to deal with content... just with the belief that was formed as a result... Get person aware that this is when the belief was formed...and that they have a choice to form a different belief based on the same original content ... to define it differently ... as victim ... as willing, pleasurable participant etc... i.e. validly ... it was what it was ... no need to feel guilt either way... sexual desire good ... being raped is a violent crime ... etc ...

Often the judgements made by significant others long after the events are as important as the beliefs you formed at the time... in fact the 'unconscious internal terrorist' is often the significant other... their judgments...which you accepted ... internalized ... introjected into your own ... i.e. accepted the guilt they projected / attached to you ... can actually become stronger as grow up ... affect you more as adult than as child ... as you internalize other people's values / judgements about the sort of thing you experienced ...

Could be well intentioned ... e.g. brainwashed 'religious' dogma that homosexuality is sin ... so significant other believes they are doing you a service by demonizing your innocent informed consent homosexual interaction ... and you internalized their definitions and affects ... so learned to hate self, own sexuality ... define own actions as sinful ... fear god's punishment...so sabotage self to avoid it ... feel 'unworthy' of good luck / success ... if you were happy, god would punish you... your role is now to punish yourself for your 'crimes' ... but can go back and empower that religious fucker with reason and enlightenment about 'religion', and have them accept and validate your choices...your 'desires' as none of their fucking business, and completely natural and normal and legitimate as any other form of consenting sexual interactions... or could be some other motive on the 'judgers' part ... either way, can re-imprint THAT interaction with that significant other that defined the OTHER interaction as bad, and formed the actual belief that 'I don't deserve to be happy' or 'getting what I want e.g. they wanted to suck that other guys cock and got a load i.e. got what they wanted ... so in such cases the actual imprinting event, the source of the limiting belief, was not the sexual encounter, but how a significant other later defined it... so re-live THAT interaction, get them to define it as 'O.K.', no problem, nothing wrong, congratulations you got to suck your first cock etc ... which changes the 'meaning' of the sexual interaction, and re-imprints a new belief 'getting what I want is great' ... 'I can get what I want' ... etc

The trick, though, is how to model that behavior, that new response, in that past significant other, convincingly...so the client believes that significant other when this time they react more acceptingly / positively / constructively / helpfully ...

If significant other's rejection / abandonment of you / client is issue then to re-live that experience but with that person's acceptance, first need to find model of acceptance that you / client believes...so you can introject that into the significant other whose acceptance you needed, but didn't get... try to recall an experience where you felt totally accepted ... then give this acceptance to the significant other to display towards you, while re-imprinting the event ...

When they are fully 'in' that feeling of acceptance, ... then say 'Take this feeling' as you anchor it with a squeeze of the client's arm... and give it to that person ... so now you can experience that person's acceptance, and believe it...have a new imprint of acceptance to replace the original limiting imprint of rejection ... so no the past experience has a new definition / meaning / significance ... a moment where acceptance was imprinted, over-writing the limiting belief... now your dominant, default expectation will be acceptance ... you will feel that 'getting what you want' is good ... there is nothing to be feared ... bad things won't happen just because you get what you want ... succeed...

Now imprinted with 'it does not matter what I do, I will be approved of, accepted, loved, not rejected, abandoned... so no need to fear making mistake, falling short, failing, or succeeding... no need to feel guilty for own desires ... sexuality ... what you want ... it's O.K just to be yourself ...

Now take that feeling and move forward in time, through life, and experience the difference it makes (would have made) ... feeling good about yourself ... feeling accepted, approved of, as your default / fundamental expectation / belief about yourself and the world ...

Squeeze anchor again... remind client that at time they didn't have this resource, but they have it now ... YOU can ACCEPT YOURself... update your model of reality ... I deserve good things ... I am a good person ...

Remind client that other people's judgements are merely reflections of their own models of the world...their own limiting beliefs ... even with best intentions can be wrong ... so no need to introject / adopt their erroneous judgements about you ...

Arm squeezing has 'anchored' the sub-modalities of the feeling of acceptance, so this 'resource' can be employed i.e squeeze arm any time need to feel O.K independent of other people's judgements...

Now client can relive any experience, and you, the therapist, can squeeze their arm, and empower them with the resource of 'acceptance' i.e they will revert to all the sub-modalities associated with 'acceptance'... and they will feel it as real ... in the different experiences where they needed it, but didn't get it...they can accept themselves, despite what significant others say or do i.e reject you / judge your behavior ...

Note how the client's physiology shifts when you 'squeeze their arm' to activate / trigger the 'anchor' of 'feeling self-acceptance no matter what others appear to think/feel'...

Get them to remember the time they came closest to feeling complete self-acceptance, in the face of external criticism/judgement/rejection... e.g someone delivering criticism client felt / believed was totally unjustified, and felt good about self despite what other saying...then 'anchor' that feeling/physiology ... then get client to explain how it felt, where felt the self-acceptance, then to take the imagery etc they use and expand it e.g a soft light, make it brighter, a circle around heart, make it bigger, to encompass totality of person...i.e emphasize that feeling and all its sub-modalities...so it is even more positive, powerful, clear, bright, global, general... then take that feeling and project it, with all its sub-modalities, back through the clients past...tell them to take that feeling, that image e.g a light, a warm glow, etc, and shine it onto themselves as needed, as they go back through their life...get them to metaphor-ize the feeling as an image or light, so they can expand that image, brighten that light etc...totally immerse themselves in that light... ask them 'What would that feeling look like? Sound like? Feel like? Find a metaphor to work with...so can visualize that metaphor and 'shine that light' on his past selves etc...make that light shine in the old selves, as it does now in the current self (the anchored self from the positive experience/belief)... so now empower the old selves to reject other significant other's rejection / criticism / judgements of old self, so no longer imprinted with global feelings of rejection, replace with new feelings, globalized, of acceptance...self-acceptance no matter what others say or do or appear to think... so no longer affected by other people's express or implied or assumed opinions / judgements etc of self...accept self...find self-acceptable ...

Next step is to try to elicit positive attention, to replace significant other's negative attention i.e negative judgements / rejection / criticism ... during the imprinting events...

While regressed to time of an imprint, ask if client had desired positive attention of significant others in that memory / interaction... then ask client to recall any time in their life when they had gotten positive attention from someone (if not the same person they desired it from, then another person...a particular experience they can reproduce in their mind) ... get them to regress to that interaction, and

deeply recall all the 5 sense impressions connected / associated with that interaction / feeling of positive acceptance ... i.e the sub-modalities and modalities....what saw, heard, felt, smelt, tasted... body posture ... etc... a time client was at ease, relaxed, being around people, but just being themselves...chilling...being real... authentic...genuine... 'just themselves' ... and got positive attention ... when client has deeply immersed in this feeling / emotion / situation / regression i.e has all signs of looking, feeling etc at ease, happy etc, 'anchor' this entire set of impressions / sub-modalities by squeezing their shoulder ... so this squeeze at this point has become associated with that holistic feeling / sensation / impression ...

[MHR 'anchored' the earlier imprint on upper arm, this one on shoulder, so can now say , as squeeze both, 'We'll take these resources back to where didn't get positive attention wanted/needed at time... i.e first anchor the 'failed' interaction with squeeze of upper arm, then get to relive positive experience and say 'We'll take this too' and then squeeze shoulder, ' and take both of these back to the younger you'...]

Then once back in original 'failed' interaction ' Let's take these two resources, touch both anchors, and shine the light over all those expectations back there and brighten them up . 'Take this resource', touch anchor of acceptance experience, 'of acceptance back too. Make sure these resources are appropriate for all those experiences. Let the light shine through like a beam, connecting all those experiences together... ... then adopt a calm, monotone i.e hypnotic, suggestive voice ...'You can be relaxed and secure, being calm and comfortable with yourself. Make it into a fun challenge to get what you want.'

Instruct client ... 'We have something important to do. So far you have been watching yourself, as an observer. I'd like you to now go back and put yourself into the experience. To be the 'significant other' e.g father / mother ... experience it from their point of view, but with all the great new resources you have been given. Give these resources to them. See the young boy you were back then, through their eyes, and see what that boy needs / wants ... give that boy the positive attention / acceptance etc that that boy needs (needed back then)...know that you can really pay attention to him and give him the support he needs to become accepting of himself...and others...take all the time you need...when you are ready, you can come back here...

N.B as time can shrink and expand, is subjective, client may almost immediately return, after having the sense of having spent 'a lot of time' doing what needed doing 'back there'...

That boy needed to know that he was, fundamentally, at his core, as a person, globally, generally 'O.K.' (even if did fuck up now and then like any real human

or other animal)...that he could be relaxed and confident and be sure of getting the attention he needs ...

Step into the experience of that boy (touch all anchors set) and bring him all these resources with you ... now relive the 'critical' 'imprinting' situation ... have him look up into the eyes of the person he needed positive acceptance from, and who now has all the resources to give it...have it get it...then go back through all the other times in your life you / the boy, never got that acceptance, and this time get it, easily, just by being yourself... 'grow him up' through all those situations till he gets to where you are now. Here. Up into yourself, sitting here.

Take with you those new beliefs, understandings, and spread them through these experiences that in the past were experienced as evidence of inability, incompetence, inefficacy, proof you would fail, expectations of failure...of that global belief in your lack of efficacy...of anxiety...of fear of that failure you felt doomed to experience over and over... but now all those experiences are evidence of your efficacy, that you are capable, competent, that you will succeed, that people will accept and approve of you ... beliefs at the base of a new confident, calm, enthusiastic self...a new you ... founded on positive beliefs / expectations / confidence / calm...

Match own voice tempo to client's breathing i.e rapport, mirroring...leading...

Get patient to imagine a speaker near their ear. They can program it to say what they want to think... 'I am fine just the way I am, and if other people want to make judgements about me, that's their problem'...so can replay that in every version imaginable, so it reverberates and resonates, with positive feelings of acceptance and self-approval, self-acceptance and approval...If you want to, any time, you can get positive acceptance from them... but you don't need it...it is your choice...you determine how you feel, not others...

Note the clients skin tone, posture etc...get client to imagine themselves...how they now look i.e image should now be fuller, more vibrant, more vivid, more alive...and this will be reflected in their appearance i.e healthy, vibrant, glowing...

So process is to find imprint experience, then give all the participants / actors, the 'perpetrators' and the 'protagonist' the resources required for a positive outcome for the protagonist. So they can behave resourcefully, positively, constructively, ideally, optimally and re-imprint the negative experience as a positive one... to replace the limiting global / general beliefs about the self and other, about the world, with resourceful, creative, confident, positive expectancy, etc beliefs...

So no need to change other person, or actually deal with content associated with the impression / belief that was generated...just re-script the memory...re-live it as vividly as possible with the edits/variations/new lines, so that the belief that is formed from this interaction is positive...to replace / displace the current limiting belief that was formed during the original incident... we are working with beliefs...the 'reality' is irrelevant...we want to change our beliefs about ourselves...so we don't 'believe' we need to be sick, in pain, suffer, fail, avoid, define ourselves as 'losers' as 'bad' as 'sinners'... i.e opposite of what controllers want e.g controlling parents, priests, government, peers 'friends', 'partners'...

MHR a new 'impression' will be rejected if not consistent with the existing ones. E.g a person with great self-esteem doesn't 'take to heart' set backs, criticisms etc even where others make a real effort to 'cut them down'... successful businesspeople go through bankruptcy with positive belief in self intact, to rise from the ashes, and succeed...even if it takes a dozen failures...most inventions result of 1000s of failures... evolution is optimistic in nature i.e forgets all the 'misses', its focus on the 'hits'... like mad-men overlooking all the misery they have produced, their mind on the 'prize' of the utopia (at least for the few they care about)...

So no need to change what happened, or get others to admit to it (MHR my greatest wish and desire!)...all we need to change is the belief that arose from it... often repeated incidents all re-enforcing each other, and most early imprints... in other words can change the meaning, the definition the imprinting situation, without needing to change it...even just viewing things from the perspective of the 'bad guys' in the situation helps...it becomes about THEIR problem, THEIR failure, and not yours...it was THEM that had the problem...NOT you... but you 'introjected' guilt / responsibility for their actions... you 'took on board' and 'took to heart' their failed / inappropriate words and actions... this is what formed the belief, not their actions/words, per se...so all you need to do is acknowledge it was THEM that failed, not you...their efficacy is in question, not yours... so now you can 'let go of' the limiting belief...you didn't 'earn' it... you just 'accepted' it at the time, because you didn't know better...and the significant others didn't know better...think like Socrates that if they knew better, they would have behaved better... and 'why do stupid people say/do stupid things?' ...

So the limiting beliefs e.g I can't, I will fail, I shouldn't succeed, I'm ugly, I'm stupid, I can't get what I want, I am a guilty sinner, I deserve to be unhappy, I don't deserve to be happy, I don't deserve to be loved, I don't deserve to be accepted / approved of, I can't possibly earn other's approval and

acceptance...etc etc ...the client/you constructed about yourself, during such imprinting situations, can be de-constructed by you, and replaced, now, with hindsight, with better understandings, with more optimal beliefs about yourself, and the world...

This is the silver lining in the cloud...the 'spin' we can put on the curve ball... because all our beliefs are essentially generated by us, passively, we can re-program all our beliefs, actively... as adults...with the resources we have gained from life... at the time we survived...that is the most important thing for children... for infants... but once we have become independent, we can do even better than mere 'survival'...

Run the 'movie' of a negative encounter with the new 3D touch feely smelly tasty technology you just got delivered by your favorite on-line shop...you can float around the experience, watching all the participants...then 'enter into' and 'become' the 'other' people...experience the interaction completely from their point of view...adopt their physiology totally, their excitement, their tension, their voice tone, feel their posture, their excitement, their breathing, how their shoes feel, what they see and hear, and sense...all the impressions that make up their experience, and make it real for them...experience the interaction from their points of view, then once again watch as an independent observer, with the new insights, then experience the situation again as yourself...with these new insights...and see how your 'definitions' have changed...the 'experience'...what it 'means'...the 'meaning' of the interaction has changed...

Each time you first watch the interaction closely, then become one of the actors, then watch again, then enter into self, other, etc, until have experienced it as an observer, and each participant, fully...as real... each time building up insights...understanding how each person is experiencing the situation, and how that situation changes, in meaning, in significance, the more you have seen it from the perspectives, / experiences / meanings / definitions / beliefs of each actor...

MHR this is true conflict resolution...communication...if people genuinely interested in truth, justice, etc rather than just 'playing' as 'players' ... if people genuinely want to be worth of the trust of the others, or just trying to 'con' them, to 'get the best deal for themselves' etc...

MHR idea for movie where this tech used for conflict resolution...negotiations, conflict avoidance, 'wise' decision making processes'...maybe aliens or time travelers bring it, during crisis on earth... empathy generator...so people actually experience interactions from p.o.v of animals they eat / test on, other people etc...but of course assumes humans open to empathy...give a fuck about other's

suffering, and WANT justice etc...maybe movie can finally deal with this point...are there only a few vegans with this nature out there? Do we need to 'purge' of the other 99%?' or is it a matter of prodding and pushing others, giving them 'experiences' of the suffering of others...to make it real...impossible to deny / ignore ???

Note victims of crime often suffer as much as a result of the beliefs formed, the 'paradise lost', the 'innocence lost' the 'goodwill' lost, the 'faith in others' lost, the 'positive expectations' lost i.e confidence in self, others, world, the system... if one person/group did 'this' to you, then how can you now expect different from others? ... how can trust again? ... totally changes definition of world / of others... world now dangerous...threatening...bound to be imprinted with new 'protective' beliefs ... e.g don't trust, keep vigilant, tense, alert, ... worried... and maybe re-interpret victimhood as 'deserved' e.g karma, religion, 'I deserved it / did something to provoke it' e.g so stop wearing 'sexy' clothing, or even 'nice' clothing, as this provoked the people to rape you, mug you, hate you i.e you made them feel bad reflexively by feeling good / dressing fine ... like rubbing their ugliness and failure in their faces... so stop dressing nice, stop smiling in the street... so part of the 'victim' experience are the beliefs imprinted by it... So there is a lot to be gained from applying this NLP to adult experiences...like rape, mobbing, physical assault, robberies etc...any negative experience that imprinted some negative expectation / belief / definition that is now limiting you e.g you won't go outside at night by yourself, you won't trust anyone, you'll get a lawyer to look at any contract before signing, you won't be generous as people don't reciprocate, you will reduce your social circle / interaction even to point of becoming recluse...you'll avoid new things, places, people you feel might present some risk, and narrow your interactions to close friends and family...or avoid even them...you got mobbed, rejected, abandoned so why bother even trying to find a job? ... what's the point? ... any moment everything can be taken from you by a dirty cop, a criminal, a drunk driver, a lying bitch/asshole, ...

So you will want to empathise with the 'victimiser' without falling into 'Stockholm syndrome'... which is the mind's attempt to 'reconcile' what you want to believe about people in general, with what some particular person/s are actually doing to you i.e re-define / deny the bad ... justify it...make it legitimate...even so far as feeling you 'deserve' to be raped by the Catholic priest, because, after all, you did masturbate that time didn't you? And isn't that a sin?... blaming you 'self' in past lives for the bad karma you are now suffering...etc...

So we must work on empathizing with the attacker, mobber, etc...to gain a full / correct / understanding of what happened to us...so we can decide what beliefs we would best imprint from the experience i.e we want to learn appropriate lessons / feedback, but not go to excesses e.g belief it is correct to take some care and precautions and not assume world totally safe / no threats ... but if we go too far we can end up limiting our positive experiences of life more than necessary e.g compare becoming recluse, with full security system, who never leaves home, with person who takes precautions i.e avoids known danger areas at night, arranges to be with a group rather than alone when going out, i.e to limit excess risk / exposure only, and not limit self globally i.e 'world too dangerous to enjoy anything' Vs life involves risks, lets work out how to avoid what happened last time...was it avoidable at all? Or just bad luck / random event that we should NOT allow to influence our basic beliefs ???

So by entering into role of attacker, assailant, perpetrator, we can gain insights into what the interaction really 'means' in the context of the bigger picture...like working out 'what NOT to do NEXT time', what precautions can reasonably be taken without going to extremes e.g be a good-willed NSA worker VS a Jewish New World Order dictator ... i.e what reasonable precautions can we take to protect ourselves, without making our lives barely worth living i.e reasonable cost-benefit analysis...what really happened...what can we do to avoid it happening again... Vs jumping to conclusions and extremes...though human nature is biased towards this i.e survival mechanism...extremes more emotionally satisfying, clear, simple e.g let's profile and screen the most 'likely' travelers and all immigrants, VS lets put the entire population under 24/7 observation, stop and search everyone, anywhere, no matter what the probability is that they are a 'terrorist' or 'criminal' etc...

N.B whole 'victim' backstory you inherit as a 'Jew' is a basic belief of being 'vulnerable' and that 'Everyone' is 'out to get you', to 'put you up a chimney'...and so you have a very extreme belief of persecution, requiring absolute, total control of everyone 'not-a Jew'...and thus you feel justified in ANY lie e.g 'The holocaust' (assuming you don't actually believe it as part of your 'victimhood' imprinting) ... I mean, if the whole world is out to murder you, then anything you do seems justified, from war, to 911, to imposing martial law on all 'non-Jews'... just put yourself in the position of a 'Jew', told that you are the chosen people, with the destiny to enslave all other 'animals', including those animals your god put in human form to be of better service / use to you, as slaves, sex objects, soldiers etc...to grow your food, build your houses, fight your wars etc...and then being imprinted with 'The Holocaust' ... and then being offered the chance to 'protect' you and your fellow 'Jews' via the CIA, congress, mass media, finance, judiciary etc... I mean, if after putting yourself in their position, you don't GET what is really going on in the world, and WHY, even if

you are Alex Jones himself, then I mean...what should MY belief be about YOU?

Walking in another's shoes isn't about overlooking their actions, forgetting it, even forgiving it...it is about helping YOU get out of the situation with the lowest costs, the fewest scars, the most resources... and to do this, you have to see things from the perpetrators point of view.

It may lead you to being more tolerant / forgiving, but that is not the main point. The main point is YOUR interests in 'entering into' their experience. To understand their motives. And so be in a position to judge what your reaction should be e.g hate all men, or maybe work towards a world where men don't hate women, where men can release their sexual frustration in more positive ways, i.e take responsibility where it is reasonable and due... not wear a burkha, hide yourself away, and hate all men...

My mobbers did what was easiest for them. Most convenient. And the legal system did the same. And so I learned that we need a different legal system. A socialized one. Where anyone can 'afford' a lawyer. Because people need 'sticks' to 'do the right thing'. So I turned my experience to something good. All the world's organisations and consumers lost me ... a real asset ... I could have done so much good for them... but I went from executive to advocate, as this being the only way to do good... i.e write books... for the few open-minded people of good will... I won't bang my head against the brick wall that is most humans, but seek to facilitate and empower the few 'good people' ... I learned to survive without the benefits of employment and work-mates etc... not ideal...but I didn't give up...I did the best I could... I didn't reciprocate the violence perpetrated upon me by so many people. I broke the cycle of violence. Hey, but soon they will all be reaping the harvest THEY have sown, in their daily lives, again, as usual, with the next big war...

So empathizing with the perpetrators is not Stockholm syndrome, but merely re-living an experience as real as possible, but with positive outcomes this time, and positive imprinted impressions and beliefs...to convince yourself the experience is real, you have to make the actions of the 'other' convincing...

Some of this of course applies more to parent-child interactions than rapist-victim interactions. But at some level it can all benefit you.

You don't want to pretend you were not the victim of a real crime.

But you want to re-experience interactions with significant others that imprinted limiting beliefs upon you.

So if your rapist imprinted 'you deserve this', 'you asked for this', 'this is your karma', 'god is punishing you in this way', you need to completely reject that belief...but it only had any 'traction' because it connected to an unconscious belief that was imprinted in you much earlier e.g in your childhood, when you were imprinted with 'you're a dirty little girl, touching yourself like that, god will punish you' etc...So you will need to go back to THAT imprinting interaction to escape the rapists attempt at imprinting you...

An action is something that happened. How you experienced it is up to you to decide, even right now.

You can be someone who was raped, mobbed, assaulted. Or you can become a 'rape/ assault/ workplace victimisation' VICTIM... they are two different things. You can let it ruin your life. Or you can minimize the harm done. Take responsibility only where it is due. Throw off unjustified false beliefs. Lay the blame where it belongs. Take steps to prevent the experience, without letting it totally ruin your life. Accept the real risks, seek to minimize their likelihood, but not at the cost of making your life miserable. Not worth living. A prison of fear, control, precautions etc... THAT is when you've become a VICTIM.

Real damage has been done. But we want to limit any further damage being done as a result. Due to the limiting beliefs. The beliefs that now limit us in our physical expression, freedom of movement, privacy, clothing choices, the reasonable risks we are willing to take, etc... and how we globally define ourselves, others, and the world...

For phobias, unrealistic fears, we need to go back to before the irrational fear was imprinted...back to when the person still felt safe and confident. For a parent who did a nasty horrible thing to a child, we need to go back to before the first such incidents occurred. To give the actors the resources they needed back then, but didn't get, which lead to their horrible behavior / actions later. Or to having the imprinting experience. Before forming the unconscious limiting beliefs / phobias /irrational hatreds / irrational prejudices / irrational beliefs...

'Sandwich' the traumatic imprinted state between times of ease / comfort / joy etc...So first go back to before the imprint occurred...when the person felt at ease etc... Preferably a resourceful state, but at minimum a 'neutral' state i.e preferable one full of hope, joy, positive expectation, but at least one where there was no irrational fear etc...

Seek 'closure' by going from good, to imprint, to good again...as if the experience is 'processed' and 'done with' and 'over'... let it have 'an end'...let there be an end to the suffering...replace the limiting belief cycle with a resourceful belief cycle... a negative reinforcing loop with a positive one...negative expectations with positive ones... make a clean break...replace / displace the limiting belief with a resourceful belief...

When regressing, allow client to be neutral bystander / observer when they get to the traumatic imprinting situation, then observe it without involvement / passively / as observer rather than participant, then continue back till find a point where the person was as yet unaffected by the experience...ideally happy, carefree, positive etc... i.e without any of the symptoms the traumatic event imprinted... i.e allow client to remain dissociated as 'watch' the traumatic event...

Freud would argue that you have to deal with the affect...re-experience the pain...process it fully...to find the true source of it...rather than the phobia etc it has become projected / displaced onto... i.e the irrational fear / hatred directed now at X, was really a fear / hatred directed towards some 'inappropriate' 'other' i.e not O.K to 'hate' your own father or mother, who loved you and looked after you...say you wanted to kill your father, to take his place as your mother's lover...well you probably won't remember it that way...the idea is 'taboo' and your conscious mind repressed it...even the imaginary 'murders' you carried out in your infantile consciousness...so Freud would say you have to uncover the truth...what you are REALLY angry at, scared of... e.g father finding out and killing you in a rage...etc

But NLP seems to offer the chance to bypass the affects, the traumatic experiences, the fears, the guilt, and deal with the beliefs they produced directly...because what 'happens' is just the action of atoms, the 'meaning' they have for us is the action of our 'mind'. We have total control of our mind. No matter what limits there are to our control of 'atoms'. The impact of an experience is generated in the mind. It is a property of our defining actions. Our construction. Our active participation and construction. So we can deal with the really significant side of the equation i.e what our mind did with the impressions that reached our brain, how it 'interpreted' them, as pleasure, pain etc...what 'guilt' or 'innocence' we applied to ourselves...i.e what responsibility we rightly or wrongly assumed for what happened...

Consider that the 'objective' reality is just atoms in motion. What we 'experience' is what our minds construct from those atoms in motion.

So we effectively have total control of our subjective 'reality'. Our 'experience'.

It is the difference between ‘pain’ and ‘suffering’ that Zen practitioners like Eckhart refer to. The Buddhist, whose body is burning, does not ‘suffer’. They have control over how their mind ‘interprets’ stimuli, impressions, sensory inputs... the same way a person can sit in a dentist’s chair during serious surgery, and feel no pain...just pressure...

Consider the master lucid dreamer, who can ‘create’ any experience in their mind, while asleep, inert, in bed.

Soon you will get the idea of the power of the mind. That all our experience is constructed in our heads. We can chose to ‘interpret’ the same electrical signal being transmitted from our nerve endings as pleasure, or as pain. Once we have gained full control of our own mind. Like the calm, comfortable Buddhist, who is literally engulfed in flames, their flesh melting from their bones. If you think this is a one-off sort of thing, keep in mind that the same ‘self-immolating Buddhists’ have been documented in Ancient Greece, as well as filmed in Vietnam. In the one case it was a ‘demonstration’ by the Buddhist of the ‘truth’ of ‘reality’. In the other it was a public demonstration against the persecution of Buddhists being carried out by the Catholic Church in Vietnam, just before the U.S allowed the French to be defeated, actually re-arming Ho Chi Mihn to guarantee the success of the Viet Cong, ... of course later the U.S industrial military complex, Kissinger’s boys, invaded Vietnam to justify increased military spending, and as part of the longer term plan to ensure the entire world would, rightly, hate the U.S, and be happy when it collapsed into chaos, from which Kissinger and his ‘Jews’ could rebuild the HQ for their ‘Jew world order’...

So the NLP method uses association, disassociation-association...leaving the most painful affects undisturbed, un-experienced...because they are just ‘atoms in motion’...what is important are the beliefs the mind constructed from them... we are free to completely reprogram all the definitions and ‘meanings’, and thus the actual ‘significance’ or ‘experience’ of these atoms in motion...we do NOT have to hate, fear, suffer, feel frustration, anger, or hopelessness. Just observe the high diver. Even I dove off the highest board at Paderborn public baths...I had been using the lower board...had intended seeing if I could overcome my fear of using the middle board...that was closed off...so I climbed to the top board...how high? I can’t say. But it seemed extremely high to me...sure it hurt when I landed, mostly on my back, because I didn’t know how to dive, but I can promise you I felt no fear...I simply didn’t ‘register’ it...I didn’t let myself ‘interpret’ the height as fear... in fact Psycho-cybernetic instructions, like those in my other TROONATNOOR books start with a warning...you could end up fearless...of things that it is very healthy to be ‘scared’ of...

Once you have experienced the positive and negative powers of your mind, you understand that 'pleasure and pain is in the brain'. That 'out there' is electromagnetic soup... reality is 'in here'... Which means we don't have to live with pain that is not functional. Like the pain of a hot flame which motivates us to remove our hand, and to avoid hot flames. Compared to the fear of open flames, which stops us enjoying campfires, gas cookers, gas hot water systems.

Sure, making a fool of ourselves can make a bad impression on a boss or would be lover...but it can be great fun...and if you are not willing to risk looking the fool now and then, you are going to rob yourself of most of lives best experiences... you don't want to go out and provoke people into punching you in the face, but if you let people push you around, ruin your life, and hurt those you care about, because you are scared of a little pain and discomfort, well a lot of 'sick' people are going to use that 'fear' of yours against you, to their own malicious ends. Same goes for fear of 'hell'. Or being 'snubbed'. Most philosophers of any account faced fates worse than death as the price of their intellectual freedom. All reformers and 'freedom fighters' were people for whom life as a slave just wasn't worth living. I mean, there are countless trillions of lives awaiting us all. So why hang onto some miserable life just because you are scared of a little thing called 'death'. A little pain at dying maybe. Compared to a lifetime of wretched misery as a slave?

NLP can side-step the actual incident which produced the affects, which are, after all, just a construct of the mind, and deal directly with the problematic belief that arose from that affect, from that construct...like in games where you get to 'skip 2 steps' forward.

So the content is irrelevant. Just atoms in motion. Electromagnetic soup. What is important is what the mind did with those impressions. What beliefs it formed from them. What 'meal' it 'cooked up' using these ingredients. For one mind will come to a different conclusion, form different beliefs, cook a different meal, from the very same ingredients. Like the alchemist can form gold from the same atoms the smithy forms lead from. Like the 'Jew' can become rich from what impoverishes the rest of us.

One person will take their own suffering and become embittered, bitter, twisted, nasty, hateful, hurtful, aggressive, violent, and malicious.

Another will learn empathy for the suffering of all sentient beings. And become a true Buddhist. An enlightened, awake being.

So NLP doesn't have to target the atoms in motion, the electromagnetic soup, or even the emotions the person constructed out of them ... the pleasure and pain...

the fear or desire ... it steps over these, and deals directly with the beliefs that were imprinted as a result of these affects.

NLP works with the noetic structure directly. You can be in hell and believe yourself in heaven. It will 'feel' heavenly'. Yahweh has no power to 'put you in hell', if you can, like the Buddhist, experience it any way you chose...

Only pleasure and pain are real. The rest is illusion. For all intensive purposes. You 'experience' what is in your 'mind'. NOT what might or might not be, 'out there'. There may in fact turn out to be no 'out there', out there. Only 'in here'. A facet of the same 'construct'. A dimension of the one 'reality'. All of it 'software'. 'Information'. Communication. We are, as Jesus said, 'Beings of light'.

We behave heuristically. We pull back our hands from the 'flame' as it 'hurts'. But does the flame exist 'out there', or only in our minds? All part of an 'experience engine'. Maybe all reality is 'virtual'. Because, in the end, it becomes virtual. The TRUE Hegelian dialect. (not the pre-Hegelian dialect that Macchiavelli used)... that of mind, becoming many minds, then 'knowing itself', and becoming one mind again...but with the experience of being many minds...one-ness and all qualities...I am you... but can experience you as 'other', all for fun...

So NLP can eliminate the symptom, the phobia, the pain, the limiting belief, and so rob the imprinting experience of its negative power...the affect of the incident can remain, but it will no longer be the source of limiting beliefs...the beliefs it had imprinted have now been replaced and displaced by resourceful beliefs...

MHR by resourceful we mean creative, constructive, positive, optimal e.g. you don't deny you were raped, you will find the optimal way to deal with the basic facts...so they don't hurt you more than necessary...and work out what previous 'imprints' have become activated by the experience, which make the experience so much worse in impact that it needs to be...

But most of our 'beliefs' are erroneous...religion, mass media...you may believe in 'god', or 'The holocaust', or 'heaven' and 'hell', or 'karma', or that masturbation is a sin...at some basic unconscious level...even if the adult you imagines it has 'dismissed' such 'rubbish'... just see how quickly you accept the 'notice of conscription' for the next big war, out of fear of being rejected by your peers etc... or let someone's 'judgmental looks' prevent you doing something harmless, like expressing your authentic sexuality, political preferences, clothing preferences, or 'saying no' to alcohol or cigarettes, or trying to 'better' yourself in some way... then ask yourself, who the fuck is pulling my strings? Really ... and now its time to practice some NLP on yourself !!!

Often the limiting belief is associated with a trauma... e.g woman's fear of water...mother was beating her in the water...she tried to escape, and almost drowned...so have to look for multiple levels of a phobia/ other symptom...So while can 'treat' the phobia, by replacing the imprinted belief with a more optimal one, this may not treat other symptoms imprinted by the beatings...in which case the unconscious has used the phobia to get the person to seek help for it, and thus address a deeper underlying issue, which may be responsible for other symptoms, sub-optimal life experiences / attitudes, relationships with others and self etc...

Say someone has a phobia of imaginary fleas...NLP can side-step the whole issue of how this neurotic symptom developed / its source, and go directly to 'treating' the 'allergy' for imaginary fleas. Without challenging the notion. Simply accepting the allergy as real, and treating it. Because its reality it is no different to any other allergy i.e a reaction that should not occur, physiologically, does, and has real psycho-somatic symptoms, arising out of some imprinted belief ... can treat the 'allergy' with placebos... then have to deal with all the 'avoidance' issues that the allergy had covered...give new strategies for coping / dealing with / facing daily challenges the 'allergy' had let her 'avoid' i.e had been excuse for avoiding...

N.B people loathe to give up a symptom that they feel defines them, or forms a large part of their identity...it is a sort of fear of death...

To find out what an image in the mind is really about, what the unconscious is trying to share, but which client / you afraid of... i.e an image or idea that haunts them, or is ever present, and undesirable....probably related to a childhood traumatic experience...what actual memory person is avoiding confronting...what traumatic experience avoiding processing...get client / self to project a small fuzzy picture of the image that bothers them onto the wall...so it is harmless, vague...far enough away to be dissociated from it...then to look at it, dispassionately, as an uninvolved observer with no connection to it...then focus more closely on the image, until it resolves into whatever image the unconscious has been trying to communicate...get you to face... N.B the 'recollection' may have been real, imagined, or a story that had been told convincingly and accepted as real, at the time...by the child...Get person/self to run through the various possibilities of what it might represent, like a game, telling a story that might fit the image, a context in which that image might make sense...without judgement or need to affirm or deny any particular story...and then run through each version, as if it were real, and work with the client/self to find a solution to each scenario that would be a positive outcome, and eliminate limiting beliefs that such a scenario / experience might be expected to generate....what 'really'

happened is not as important as feeling efficacious at 'handling' and 'dealing with' every possible scenario... therapist/client role is to work out what resource was lacking in each scenario, and provide it, so that if that scenario was the real one, the client is now empowered with resourceful beliefs, i.e. carries away positive efficacious beliefs from the 'experience'... to allow them to re-experience a traumatic experience that imprinted the limiting belief / symptom but this time to come through without the scars, limiting belief, symptom/s, negative consequences ... so that the original experience now MEANS something totally different to the client i.e. what they LEARNED from it is positive...that they are resourceful, can deal with life successfully...they will be imprinted with new resourceful beliefs that replace / displace the original limiting belief...the symptoms that formed part of / were the expression of that belief, are now redundant...unnecessary, and can disappear...the content can remain...even untouched/unlooked at ... unprocessed...because with NLP what we work on are the limiting beliefs associated with that content, not the content itself...the MEANING of the content / experience is changed for the person...it becomes a learning experience from which the person has gained new resources...which is the optimal way to treat any BAD experience...as a positive learning tool...

Re-imprinting process: identify the specific images, words, feelings, symptoms associated with a 'blank / hazy / fuzzy' memory i.e. regress to this point where 'I can't remember anything' etc... often client will feel 'uncomfortable' about idea of 'going there', and won't want to 'go there'. 'Anchor all the modalities and sub-modalities you can access relating to that memory'. Squeeze a shoulder etc to 'Anchor' these 'expressions' e.g. images, sounds, body posture, breathing rate, heart rate etc... Have person remain in this state, immersed in it, by 'holding the anchor' i.e. keeping their shoulder squeezed....then regress back to the earliest recollection of having experienced this state... Once they've regressed, get them to verbalise the generalisations / beliefs formed during that experience ... what did they 'learn' from it (in the negative sense, what we want to 're-educate them about')... Dissociate person from the experience so they become a passive observer, like watching a film of themselves, without being involved in the action / outcomes...having watched this 'film', get client to verbalise any generalisations or beliefs formed as a result of the imprint experience they just watched (beliefs are often formed after the facts i.e. interpretations of what had just happened)... Find the positive intent or secondary gain of the 'blocking of the memory'...and find the positive intent of any significant others to explain their motives for their actions. They can ask these people directly in the film / image....Identify and anchor the resources each player in the film needed but didn't have at the time which you can give them now...have the client employ their new resources to change the experience...make it a positive one...Then 'enter into' each of the actors, giving them these resources, those we had earlier

identified that they lacked, and re-live the experience, from their p.o.v, with such resources, so the 'film' plays out positively for them ... for each 'player' in the 'film'... then ask each player, in turn, as you run through the re-run with the new resources, to verbalise their new generalisations / beliefs they 'learned' this time around...Go through the new experiences enough times that it becomes as vivid and strong / lasting / imprinting / realistic as the original imprint, and thus replaces / displaces it... all the while 'hold' the resource anchor e.g keep the shoulder gently squeezed...Now maintaining the resource anchor, have client / self go forward from the imprinting experience, and re-live it up to the present...getting client to re-visit any later experiences where these resources could have made a difference, making her experiences of them more positive...so basically rewrite their 'back-story' up to the present, with the extra resources...with the constructive / positive / optimal beliefs...

Freud saw the 'self' as a bundle of conflicting urges, impulses, desires. Hume explained how the more dominant impulse e.g love, would ultimately absorb the affect of the less dominant impulse, e.g hate, making the 'winner' stronger, and eliminating the less dominant from our consciousness. In other words we may love and hate a person, but that hate ends up just making us feel even more love for that person.

We 'learn' different ideas of right and wrong from different significant others, throughout our lives. The messages are often inconsistent. Especially the 'do as I say, not as I do' hypocrisy of most 'authority figures'. You end up with incompatible ideas about what you 'should' and 'shouldn't' do, feel, think etc.

Often you are 'damned if you do and damned if you don't.' Like you cannot win, whatever you do. You can either make mum happy, and dad angry, and yourself miserable, and vice versa.

We tend to introject how significant other's think and feel about things, and about us, into our 'selves'... we adopt their beliefs as our own ... often unconsciously through 'imprinting', repetition, and even brutal pain (parents that beat their kids are like CIA torturers in those infamous 'MK Ultra' mind control programs. They offer and withhold affection or other resources, inflict pain on the body, emotional distress, threatened 'fates worse than death', and death...they when you 'comply' they shower you with affection / praise / benefits ... and when you 'stray', they hit you hard, drown you in misery and threats, until you 'see things their way again'. E.G if they are 'Catholic' and you reject their beliefs...if you are 'Muslim' you may simply be murdered for failing to live up to THEIR beliefs, by your own family...so go figure how most children grow up to vote for the same political party, share the same religious 'beliefs', etc (after some early adult rebellion in many cases...but the 'imprinted beliefs' usually regain

dominance, just like the MK ultra programming can remain dormant for decades, and then, triggered by some image the CIA place in a Hollywood movie, music video, or advertisement, or news broadcast, the programmed agent suddenly believes, very strongly, beyond all doubt that 'I must kill X,Y,Z'. And so the similarly mind controlled child, as they grow older, become 'just like their parents'. Go figure, hey!

Note that explicit advertising, including the implicit adds known as 'product placements' in movies and sports and television, at huge expense (which consumers end up paying, adding up to 30% to the price of brand item goods), is intended to 'imprint' beliefs that the product is great, associate it with success, sex, happiness, etc...from the cradle to the grave...repetition is key to this 'imprinting' process...which is why religions include ritual, daily prayers and other 'ritual' actions, to keep repeating their 'imprinting'.... You can either imprint a belief in on big, traumatic, dramatic 'hit', like stamping a hot iron on a 'Goy' (cattle), or getting a man to kill another man, even women and children, and thus 'commit' to his leader's political / war aims...or simply keep repeating a lie, until it is accepted as truth...keep repeating a subtle imprint that 'smoking is sexy, will make you successful, attractive, sexy...that it is 'satisfying' and 'enjoyable'...ditto for alcohol...or ANY product from deodorants to fabric softeners...so get 'em young, and keep 'em en-tranced'...rinse and repeat...over and over...gradually 'imprinting' the very firm, if unconscious belief, that 'Coca Cola tastes better' and 'smoking is sexy, the pure taste of freedom'...

Unconsciously, we end up defining the world according to how our 'significant others', from parents (most current research indicates that your social group/friends have a bigger impact than your parents), television, Hollywood, school etc... define it... often these definitions are in conflict i.e what our parents say and what Hollywood say... e.g Catholic parents and Atheist Hollywood ... what the facts say and what television and Hollywood say e.g 'The Holocaust' never happened, couldn't have, was impossible Vs 'The Nazis sent 6 million Jews 'up a chimney'... Propaganda works on the emotional level, with dramatic movies and posters and sensational television 'news' (usually of faked mass murders carried out by 'crisis' actors and later embellished with special Hollywood effects e.g the fake planes added to the 911 and Pentagon explosions..) and also by pure repetition... there is no god but Allah... remember 911...Government is good...guns are bad...this political party is not only different to the other one (just ignore the strings and the men pulling them above each candidate i.e that it is the same people on the other end), but 'better' for you... that fluoride is good for you...that this war is 'just'...that we are protecting you from 'terrorists', not imprisoning you'...

Few people really make any real life transitions, other than from child to parent (note I didn't say 'adult'...how many people really grow up?)...in this case they

become their parents ... but a few have to 'climb the ladder' to give the masses the impression they live in a land of opportunity, a classless system where anyone can rise up to the top...and these few often face a need to re-evaluate their beliefs from 'those greedy capitalists suck the blood from the workers' to 'greed is good'...depending on where their material interests now lie... and so the 'communist' theoretician, offered a bit 'payout', often discovers a new passion for 'free market economics' and 'freedom for lobbyists to donate as much money as they like to politicians and other decision makers...including...of course...people like 'them'...

'Success' can represent a threat...loss of friends...friends feeling 'threatened' by your success...tall poppy syndrome etc...own father disowning you for being literate...

Parent can feel 'selfish' for putting their own needs first sometimes...even child that has introjected 'responsibility' for the parent can feel guilty for doing what THEY want ... especially if child gifted, parents divorced and father 'disappeared' as infant desired therefore carries guilt for that ... and then mother actually blames child literally, repeatedly 'dad left because of you'... likely to produce unconscious belief in own efficacy, and sense of guilt for what have done, sense of responsibility for mother's condition, for family's condition....

MHR every person should do at least this one NLP exercise i.e to 'exorcise' the belief that 'I killed daddy to have mummy for myself (as my sex object)'... i.e the 'beliefs' that the Catholic church build up a.k.a 'original sin', and mentally enslave their 'adherents' to whom the 'imprint' of 'original sin' has 'adhered' fixedly...unconsciously...as their primary belief...totally distorts their whole belief system i.e life is punishment, I deserve bad as I'm evil...I should serve the priests (god), not do what is best for me and my family...life was meant to be hard... a struggle...I don't deserve to be happy...sex is evil...sexual desire is a sin...masturbation is a sin...anal sex is a sin...etc etc etc through dramatic imprinting via 'bible' stories of hell fire and damnation, at a time when the child is at the most 'impressionable' age...in Sunday school...in church...from their own parents...from the 'priests'...the 'nuns'... the 'sisters' and their 'Catholic school' teachers.. and then constant repetition... 'confession' of their 'sins' i.e constantly re-defining their harmless actions as 'sin' deserving of eternal damnation...i.e to imprint the belief that these harmless desires, or at worst, typically human desires, are 'evil' and 'damn' the person to an eternity of suffering... so they behave exactly as it suits the priest beneficiary class, and their supporters, the 'government' and 'nobility'... go to war, work, slave away, for your 'pie in the sky'... YOUR life was not meant to be enjoyable...you are

paying for your original sins...(which only works because of the Oedipal complex, in society's with complex taboos regarding sexuality...

[MHR very interesting to not Estonia has world's lowest 'religious affiliation index' ... would be keen to see what it is about ethnic Estonians (as compared to Russians), in their basic make-up, is different, to account for this...or what accounts for it? Churches all over the place.]

A 'mother', whose kids have 'flown the nest' is faced with a crisis...what to do now? ... if she had been 'living for her family'...then shouldn't surprise us if she suddenly gets breast cancer, now the nest is empty...for what is she living now?

And for the male 'breadwinner' or 'provider'...once the mortgage is paid, the kids educated and 'flown the coop', what is his 'raison de etre' for living? Is it any surprise that men often die , fall prey to illnesses / disease, very soon after retiring...facing a life without purpose, meaning...because they had 'lived for their family' ...

Often people find it hard to find meaning for their own lives...to 'live for themselves'...

Conflicting desires e.g to travel, see the world and 'to be a good mother, to be here in case my kids need me' even after they've left home (these days even while they are babies), can produce physiological symptoms e.g one side of body different to other, expressing conflicting desires...even down to one 'side of her personality' using the left hand to gesture e.g talking about freedom and travel...and the right gesturing when talking about 'caring for the kids' etc....i.e two separate, distinct, dissociated, de-coupled, discrete parts...like 'split personalities'...and as in case of this syndrome, one part can display symptoms, allergies etc the other does not... maybe account for why cancers often asymmetrical as well!

N.B right hand relates to left hemisphere of brain, which in most right handed people with typical eye 'accessing cues' deals with relationships, and social contexts Vs the left hand / right hemisphere focused more on own individual needs/desires. Roughly social Vs selfish.

Guilt arising from the conflicting desires can make life unbearable, so much that death seems like a relief. A peaceful option. If her role models had earlier died of breast cancer, that option might seem a good one. A preferred one. To fighting with conflicting desires, constantly feeling guilty and overwhelmed, or finding no real satisfying purpose in life any more...never having learned that there is more to life than just work, marriage, and family...and never having found a balance between satisfying your own needs, and the needs of others you are responsible for (and often not at all responsible for e.g parents guilt-tripping their kids,

partners doing the same...where one partner has a more developed sense of entitlement than the other...e.g submissive V aggressive in terms of getting what they want/need...

We need to develop new identities / beliefs that match our reality...as our life situation changes, we need to adapt our sense of self, our beliefs, our definitions...otherwise the tensions can lead to self-sabotage at work, in the social life, in romance, and even in health...ultimately resulting in illness, sickness, cancer, and death...

One part of our 'self' can inhibit or support the other. So the exciting, motivating, big ideas, might be 'squashed' by the other beliefs e.g life wasn't meant to be easy / fun / enjoyable, 'I can't do that'... 'I shouldn't'...I can't be happy or something terrible will happen to me...I can't get what I want etc...

Can end up with two identities at war with each other...one seeking security, the other excitement...one wanting to take risks, the other fearful of negative consequences...one wanting freedom, the other comfort of the known... so end up depressed about what NOT doing, and anxious about what DO. i.e depressed at work, and/or anxious when quit to set up own business, or study, or move etc...

Each belief / expression will have its own physiology. E.g get someone wanting to start their own business/ quit their job and try something new, they may talk quickly with a high voice, while looking up to the right, and gesturing with their left hand...the same person, when talking about the security of remaining in their current job and life, may use a slow, even voice, keeping their left hand in their lap. If both hands don't move at the same time, when describing each option, both options, this can indicate an internal conflict...a red flag like a Scientology 'E-meter' needle movement, or other 'lie detector', indicating conflict between what is being said and what is believed...or conflict between beliefs...

The 'Visual Squash' is an NLP technique for integrating conflicting behaviors / beliefs / anchors (the modalities and sub-modalities associated with those beliefs)... but it doesn't work in cases where the two beliefs are at odds/ conflict too much / are dramatically different-opposed...and/or where one part judges the other part negatively ... i.e rejects part of self i.e not whole...whole-y...holy...lack of integration...demonization... beyond good and evil etc...

If person had distinctively different / conflicting life periods e.g grew up poor, felt unattractive, overweight, anxious, fearful, worried, no friends, no acceptance / approval / love, no money...grows into confident, attractive, successful etc adult ... there will be conflicting beliefs imprinted at different stages in their life e.g

infancy-childhood-adolescence Vs adulthood... e.g late bloomer, someone who 'escaped' their childhood situation/conditions/environment...

These two are so different, hard to integrate... cannot simply 'squash' the states/beliefs together to integrate into one new whole... so get client to visualize each of the different elements / beliefs in his hands, in a dissociated way i.e no demonization/judgement...just clarity...observe as indifferent observer/bystander with no investment / vested interest...objective... to give chance to come up with a new whole...rather than try to integrate the opposites... a new identity, rather than try to integrate the old ones... need a new belief system capable of accommodating both... seek out common intentions on the part of each belief system i.e common objectives the apparently conflicting beliefs are seeking to attain ... e.g use question 'What will having that get you?' ... i.e what was aim/intention behind that belief /definition...so you don't force conflicting thinking processes into one, and end up with a disintegration of the person's identity...that's dangerous...first you identify the common intentions underlying each part of that identity...then form a new identity based on these common intentions, that will be consistent with both existing, conflicting identities...i.e replace existing with new that is compatible...an updated 2.0 version that integrates all the functions / solutions / intentions... a dialectal synthesis... a higher self, rather than a fight between competing selves ... this way the resources available to each 'part' of the person can be accessed at the same time, in an integrated way, rather than them competing with, diluting, and getting in the way of, frustrating, each other...

Integrating dissociated elements of a personality / belief / identity / self can be done visually...like a Pegasus... that accommodates apparently competing desires / beliefs ... to fly, with your feet on the ground... to be strong yet kind...to have security and fun...to be responsible and also have fun... to satisfy your different needs, with the one identity...

Case study...woman with symptoms of asthma, and allergic reaction to cats... get to imagine the desired state vividly i.e what want, NOT what don't want...e.g seeing herself playing with cats, happy, healthy, breathing easy and light and freely... (never frame from negative, use negative i.e what don't want, e.g no symptoms...have to vividly describe desired state only using positives i.e what IS, and never what is NOT)... when asked what stopped her from achieving this desired state, she described feeling 'helpless and worthless', with associated feelings of anger... Therapist 'anchored' that state after getting her to fully enter into those associated feelings, then directed her to let those feelings guide her back to their source....to regress back in time to when they first emerged...in this case she regressed back to pre-verbal infancy, experiencing her parents arguing

with each other, and ignoring her cries/needs... the therapist then re-imprinted this experience, in the NLP way...

Test the success of a replace-imprint by observing the person re-enacting the same imprinting incident...to ensure the body language, access cues, etc are all consistent with a new, positive imprint i.e that the limiting belief has been replaced...with a resourceful one...

If have doubts, lead person back to point where you felt the replacement imprint had not fully 'imprinted', to see if there is something else that needs our attention... stop when see the 'cue' or 'tell' and ask them to describe what they are feeling, seeing, hearing etc... e.g 'I feel curious and scared'... ask them 'about what?'... 'Something scary might be out there'... 'What is it? What resource do you need?' ... 'a promise that I won't get hurt' ... 'I have a sense of impending doom / destruction' ... a generally unpleasant feeling...vague but scary...just below the level of consciousness...can't quite place it...fragmented...broken...

Synesthesia refers to the experiencing of multiple representation systems simultaneously e.g hearing a color, seeing a frequency... a confusing representation... unconscious trying to communicate ... mixed up messages... distorted, pieces, confused sensory impressions...i.e Freud says these are strategies of unconscious to sneak past 'censors' of the conscious...so not rational...or related to a pre-rational stage e.g infancy, when no words, or reason present to represent the experience...

If the 'impression' is 'dark', then give the client a light to shine on it i.e a resource...so can view it from a safe distance...guarantee it won't destroy you if look at from a safe distance...so give that bright light to shine on it...

Conscious mind uses 'veils' and 'screens' etc to prevent you directly knowing what it is... all feel is vague sense of danger ... so it may not be an external thing at all, but some part of the self ... that if you 'go there' you may 'fall into' that part of the self which the conscious mind defines as 'dangerous' e.g impetuosity, risk taking, running away from current situation, expressing authentic feelings about things, people, own sexuality, communicating honestly with self and others...being authentic and genuine i.e no masks...dangerous to take off...but unconscious wants you to...it is good for you...but conscious minds says 'no way, that's too dangerous'...this feeling is the limiting belief...that it is too dangerous to risk...but unconscious says 'it will be good for you'... so gives you sense of curiosity...to sneak past 'censor' alarms ... in case study client had allergic reaction to cats (in NLP you wouldn't say 'allergy', because scientifically they don't exist, they are neurotic symptoms / communication breakdowns, limiting beliefs)...she says 'curiosity killed the cat' ... it is dangerous... Therapist asks client to ask the 'curiosity' what its intention

is...is it malicious? 'no, she answers, it wants fun, excitement, adventure... Therapist gets client to visualize the two parts of her, the curious one seeking fun, and the analytical one, scared of the possibility she'll succumb to the crazy side of her... one dressed in business suit...other is all sexy... they can't integrate... they can't communicate... belittle/demonise each other... one is artistic, no concern for money, irresponsible in this way...other is no fun/boring...they have to learn to appreciate each other i.e resources needed...value each other...so can integrate into one entity that is both creative and practical...at moment neither succeeds, as the other is blocking them/ frustrating their attempts...neither wants the other to win at all... don't want to compromise...want resources of both, working together... to same ends... get client to think of someone who manages that...if don't know real person, then imagine a made-up person, vividly, who does manage this... i.e creative and practical without compromising either...instead of one having totally outrageous ideas that the practical side couldn't possibly work with, have the creative side generate ideas the practical side can work with...instead of rejecting ideas, the practical side could try to work with them, make them a bit more realistic...brainstorm without judgement until can find way to work with... i.e thinking hats approach to bypass the judgements/critical/practical and allow the creative to free flow...then change hats etc...never reject any idea out of hand... until both hands moving freely...not just one then the other...feedback loops...one has ideas, other has solutions about how to finance / make money from...get money for...or do cheaply...visualize neural pathways intersecting, re-forming, vague channels deepening, the actual physical brain chemistry occurring when left and right hemispheres interact, the creative and rational, the cautious and the curious, the security seeking and the excitement seeking...so they can begin working together harmoniously, offering each their resources...so both become stronger, rather than one judging the other, and weakening each other...get each side to validate the good intentions of the other side, so they can cooperate, rather than demonise/criticize/undermine each other... get them to share resources...have the creative one run films for the practical one showing how much fun it will have, until the practical / cautious one can believe it can do it / succeed...and the practical one can offer suggestions to make it more practical / realistic / less risky ... the creative can write the scripts, and the practical one edit them...back and forth...

Need to integrate two parts into one new part...dialectic...synthesis... a new part that is creative and fun and analytical and practical... to overcome the objections each previously had to the other... and now the asymmetrical postures and gestures should have been replaced by symmetrical ones...i.e use of both hands at once, what people say and their body language matches, etc...which was original cue / tell that there was conflict... now disappeared...

By getting person to form a complete, vivid representation of each part, one in each hand, seeing, hearing, and feeling them fully, and then letting each part look at and consider the other, to overcome their objections and mistrust...to validate the good intentions and positive outcomes each has to offer the other... search out intentions they share in common... e.g a good, meaningful, interesting, full, fun, long life... see what resources each can contribute to this shared goal... to motivate their cooperation and integration into a new whole with all these resources, and the extra power of the synergy you get from combining them... achieve a unification of the parts into a new whole...

Meta-perspectives available when place the two parts in either hand, and add vivid sub-modalities to it... get an overview...a better view... a meta-view...from above...can consider from the outside...from a novel perspective...see things differently, from a different p.o.v...which is aim of process...a new view...a 'holistic' view... just gaining a new perspective can reveal things hidden by the habitual way of seeing, being, defining...

If a person has different accessing cues e.g eye movements, and physiology, posture, tone, heart-breathing rate etc, for each aspect of their identity, this reflects different mental processes i.e they are not harmonized / integrated...and they require this sort of work...

Ask client 'What stops you from achieving your desired outcome?'...observe immediate unconscious physiological response that arises before they have chance to consciously think about it...(the half second rule)... these non-verbal clues are more revealing than the verbal, considered, answer...

Seek a smooth transition between accessing cues e.g eye movements, reflecting a smoother transition between the polarities of their beliefs...to add pathways / links between the two...so they can communicate better...integrate...become a new whole...do this by making one side as vivid as possible, then getting them to move their eyes to where they normally are for the other state, while holding the first vivid state...thus helping the brain to rewire new pathways...generate muscle memory... link the thesis and anti-thesis, in the prologue to producing the synthesis...forming neural connections...logical connections...muscle-memory connections...you make the integration more real...

Identify conflicting beliefs...calibrate the physiology of each part in the conflict...represent the beliefs in all 5 senses, putting the different beliefs in different hands...observe the you with X belief in one hand and the you with Y belief in the other hand... observe what images, sounds, feelings are associated with X and with Y...ask X and Y to look at the other and describe what they see... X and Y may dislike and mistrust each other at first... observe the persons different physiologies as they switch back and forth between hand with X and hand with Y... discover the positive intention / purpose of X and Y...ensure X

and Y are aware of, and accept, each other's positive intentions...explain to both that their conflict is interfering with their realization of these positive ends. Seek out the shared higher level intentions of each, where lower level ones appear in conflict...Identify this common shared goal...have X and Y look at each other to identify the resources each has that would be helpful to it...secure agreement from the parts to combine their resources so they can achieve their intentions more efficaciously ... if you have been working in metaphors, revert back to seeing X and Y as yourself...suggest that X and Y move together as the new identity is being formed...form a complete representation in all 5 senses that integrates the resources of both X and Y into Z. Calibrate to a symmetry/integration of the two physiologies that accompanied the separate parts... After hands have moved together and integration complete, test in future contexts to ensure there are no ecology issues i.e avoidance/reward factors still at play...

To get another person excited about something, use their own criteria for what is exciting...you'll see it reflected in their physiology...use their own precise exact words to describe the thing... i.e the words they use when describing something that excites them...

Criteria exist in hierarchies i.e relative value...e.g often enjoyment of food is more important to the person than maintaining a healthy weight, health etc...or sex is more important than financial security ... fun more important than career...

Degree, in healthy, satisfied people, will trump hierarchy e.g if they have the alternative of having a great fun experience, or earning a few extra dollars, the more balanced, happy, satisfied person will usually override their normal strict hierarchical criteria, and give up the few extra dollars for the fun. Whereas the neurotic will sacrifice the great fun day for a measly few dollars, and be miserable as a result.

Chunking is about breaking down larger goals into more easily attainable, manageable, measurable, immediately realizable, objectives...this makes the goal more concrete and attainable, provides a history of success, and motivates...some people leave the chunk size too large to be able to work with successfully... i.e overwhelmed by task set self...

Girth control often fails as people 'diet', rather than change their eating habits and diet. People tend to lose muscle tissue first, then fat, and then when they return to their usual eating patterns, put on fat first.

Successful people typically have vivid impressions of their successes, and only vague impressions of their failures Vs the opposite in people who aren't

succeeding. So need to reverse that. To start representing how you will feel when you succeed vividly, and stop focusing on your 'failures'. To re-program the mind for success. To make the belief in success real. At least as real as any experienced 'failure'. Using all 5 sensory dimensions.

If you have a goal, you need to vividly construct the impressions associated with achieving it, to make it real. As if it happened already. To 'experience' it intensely.

People often fear any change, as involves a change of the definition 'self' ... like fear of death ... fear of change...unknown...if experience 'taught' 'conditioned' that change is usually for the worst...loss of old...a bad thing...to be feared...so change, loss of old (even if painful) 'comfort zone' of 'self' represents threat...one reason must first offer better alternative to current 'self' ... a new better self, to replace the old self...so never a void...and clear confidence in change for the better...

A=audio remembered (things people said / told / self-talk)

K= kinesthetic (affect / emotion / feeling)

V= visual remembered images

Compare how negative beliefs, ones we want to replace, are represented in clients/our mind...e.g usually more vivid, more dimensions, more sub-modalities, more layers, more concrete...need to take all those physiological 'tells' and associated postures, colors, brightness, loudness, clarity, definition, etc and superimpose it onto the desired belief, so that it assumes all the 'concreteness' for the person's mind...seems just as real...and then replaces it...

Internal voice associated with bad feeling...e.g something significant other said / imprinted 'voice in head'

Often unconsciously think we MUST become our parents...are doomed to...so don't resist e.g becoming fat, cynical, angry, violent, smoker, drinker etc...and if introjected them into our psyche, feel compelled to become them...at the age they are NOW... the older we get...

Get to reproduce 'tells' i.e accessing cues that were vivid for the 'sub-optimal' belief in association with the more optimal belief...to match if for muscle memory...transfer the authority of 'tradition' if you like, the tradition of a set of muscle movements associated with the belief or mental reconstruction of a picture, sound, experience...e.g look down to the left in association with the new more optimal belief when the content / belief element, is the one you want to replace the limiting sub-optimal belief with...

‘Accessing’ refers to ‘accessing’ memories e.g of sights, sounds, feelings, smells, textures...and posture associated with positive and negative / happy and sad / limiting and resourceful memories... so ‘Accessing cues’ means the outward signs, tells, indicators that the person is ‘accessing’ i.e remembering / recalling a particular sense impression e.g how something smelled, tasted, felt to the touch, felt on the skin e.g heat/cold/wet/smooth, felt emotionally e.g sadness, happiness, confidence, shame, pride etc... how something looked including color, shape, brightness, etc...

Look to see which impressions e.g sense memories, the person is accessing when talking about a particular limiting belief...ask them what they are imagining / remembering, to ‘calibrate’ their accessing cues i.e don’t assume ‘one size fits all’ i.e that everyone accessing a sound will show the same behaviors...need to calibrate to person, so ask, observe, and work out the individuals ‘tells’ i.e how to ‘tell’ if they are lying, bluffing, really recalling an image or constructing an image i.e telling truth or lying...etc...

Seek out associations between limiting belief and accessing cues i.e what sensory impression is associated most strongly with the limiting belief...e.g something someone said, did, were told, overheard...something they saw, read...i.e the imprinting impression...incident...what about it had the greatest affect/effect...made the strongest impression and became the basis of the belief...

e.g if appears to be associated with a recalled sound...something told or overheard, get them to look down to left, is this is their accessing cue / tell for recalling things heard...sounds, self-talk etc... or recalled pictures, get them to look up to right, if that is their accessing cue...and then make that sound or image more vivid, to identify exactly what it is...at first it may be vague...distorted...repressed...veiled...muffled...so may need to work by association so unconscious can express it / reproduce it despite censorship of conscious...

At first may be a vague sound/noise or color/image...on closer focus/inspection/attention, this usually resolves to e.g auditory dialog or a ‘film’...i.e increases in resolution from vague to more and more specific...so maintain physiology e.g looking down to left, till the ‘auditory impression’ resolves into something specific e.g a significant other telling the client ‘you are stupid / masturbation is a sin / sex is sinful / you are bad’ ... or a similar limiting belief about the self...global...general... or about some type of behavior e.g striving to succeed, enjoying authentic sexual expression even if it goes against some dogma e.g masturbation, same-sexuality etc...

Usually impression on several levels / modalities / senses ... e.g recall parent’s overweight, and then partner saying ‘you’ll never be thin, but that’s O.K, I love you anyway’ etc...

Work out what fear...then seek out model from client's own history where they accepted the same risk / restrictions threatened, to attain some goal... and model current behavior on that... enter-into that same self at that time e.g losing weight requires sacrifice of over-eating, whenever feel like it, get the urge, bored, want pleasure...e.g when followed instructions, cos you wanted to learn how to do something...had to listen, do what told, discipline self, overcome distractions etc...recall your total 5 sensory impressions of how you felt in that situation...enter-into-it again...like putting on a set of clothes for a particular task...be that person again...in that situation...replace your current objections with this model...become that model you who overcame your own objections e.g learning boring, requires sacrifice, patience...but you did it then, because you wanted to learn something you thought would benefit you ... so need to become that same person, in toto, simply in a different context, with the new content e.g disciplining your eating and exercising / following a directed course of action to achieve the ends of looking and feeling better...and as you imagined what it would be like once you had learned the new skill, imagine, vividly, all the good things associated with becoming slimmer and fitter and healthier...including financial, social, etc benefits...

Identify the auditory, kinesthetic, visual etc components and their sub-modalities, associated with the 'model' you...and transfer them all to the belief that is currently limited...whose objectives are too vague to be 'believed' by your unconscious...not real enough...not vivid enough...and take the 'juice' and vibrancy and life of the model and move it into the desired belief, so it replaces the limiting belief with the resourceful model of behavior...and like doing good things for people leads your unconscious to assume you like them, care about them, (it doesn't want to look inconsistent and foolish i.e has to justify the acts of kindness by imagining it cares), actual behaviors, postures, muscle memories, accessing cues, tells, physiology, breathing, pulse, smells, sounds, impression, real or imagined, lead the unconscious to 'believe' they reflect 'reality'...and adjusts to accommodate that reality...to adapt to it...

Pay attention to details...e.g tone and tempo of auditory memories / constructs being accessed...details are what convince the unconscious something is 'real'...whether imagined or 'out there'...

Identify the components of the model behavior i.e what allowed the person in that situation to overcome her objections...the sensory impressions associated with overcoming the objections in the 'successful example' ... the modelled behavior....and apply them to the current objections i.e why it is hard to discipline myself vis a vis diet and exercise...i.e to change behavior...form new habits...attaining goals / objectives...

This is often called ‘leveraging’...using the levers known to work in another context for the person, or another model, and applying them to the current objective/ situation/context...

One ‘lever’ is ‘prioritizing’ satisfactions...what will bring the greater satisfaction... the short-term one or the long term one e.g avoiding study and watching t.v is satisfying, but compare that to the vivid belief in how much better life would be with that qualification... eating what you want, when you want, is satisfying, and here is the key point...do you have an imagined outcome that is more vividly satisfying than this impulsive eating? ... do you have a real motive to sacrifice that pleasure?... how to make the objective really motivating...to make the potential gains feel vividly attainable, and real, and desirable...so they appear to offer more pleasure than the eating does...something you can vividly recall every time you get the urge to over-eat, or avoid exercising...

Always frame outcomes / objectives in positive e.g NOT I want to lose weight, I will stop over-eating...but ‘I want to be ‘this’ size (vividly imagine a realistic, desirable size/shape for you), I will eat healthy portions, at healthy intervals, of healthy foods...and imagine tasty healthy foods, and you behaving as you will need to to attain your goals...vividly...on 5 sensory levels...to replace the ‘satisfaction’ or ‘pleasure’ of eating with the satisfaction / pleasure of being slim, fit, and healthy...devote as much mental energy to ‘enjoying ‘ that future states benefits as you normally do imagining how tasty and delicious and pleasurable that bag of chips, cake, etc would taste...form the habit of consciously switching images from food to ‘the slim attractive healthy you’ until it becomes habitual, and unconscious, muscle memory...to switch from obsessive thoughts about eating, to the pleasure of being healthy, attractive, slender etc...from junk food to looking and feeling good...focus on the satisfaction / pleasure to be attained from your goal / objective, to replace the thoughts of the pleasure to be had from eating...and looking forward to that healthy, appropriately portioned, regular meal... i.e do not starve self...as you will end up obsessing about food, and have no ‘satisfaction’ to look forward to...soon the healthy portioned regular meals will be enough to look forward to...and the vivid image of the ‘new healthier trimmer you’ will replace the constant thoughts of food...even planning how you will spend the money you save from over-eating, or eating particular unhealthy sorts of food, can replace the immediate satisfaction of eating (or even spending money / buying stuff i.e replace the immediate satisfaction of ‘shopping therapy’ with the more satisfying dreams of what you will buy ‘one day’ i.e window shopping...knowing you can buy something and having a vivid image of how it will feel (it is easier to vividly imagine that when you have every reason to believe you could/can do it, if you chose i.e because you have savings, and enjoy that realization, than when you have no money...and so it is less satisfying...i.e scrooge has the satisfaction of knowing he could / can buy anything he desires, and so he can enjoy that...it is often more enjoyable than the purchase, as it is

ideal...and totally real...as totally realizable...like women get a greater satisfaction from masturbation as they 'know' they can make their fantasies real any time they choose, because men actively flirt with them all day, making it clear they could have any of them, in any way they chose, and so their sexual fantasies are as real as real sex for them...and they cum hard...and don't need to have real sex...can take advantage of men...it is unequal... and this is one reason porn that is too 'unrealistic' doesn't work for men i.e they cannot believe it could happen to them, so the fantasy is not powerful...and one reason for 'rape' fantasy videos, or 'men in power' videos i.e it is more realistic for most men to imagine getting what they want by force, or because they are 'the boss' and women will do what they want / need for this reason i.e most men cannot attract the women, or afford to pay for the women, presented in a lot of porn...so it will not produce the sexual satisfaction...they simply cannot 'enter into it' i.e imagine they are the man in the video...because that man, of that physical attractiveness or wealth, is too far from what they are...but the rapist is a normal guy, or the fat boss has just enough resemblance to themselves that 'it could be real'...not that they want to rape / harm / commit any violence on women...but the fantasy is the more realistic one they could 'enter into' i.e introject themselves into the protagonist, the man getting the sex he wants/ needs...anyway, just another way the whole system is biased towards women's satisfaction, and why a lot of men consciously or unconsciously are bound to 'hate' women...to hate the inequality...and how women exploit it...the complain they are the victims...are encouraged by malicious elements seeking a 'war between the sexes', race war, a disintegration of 'family values', etc...to destabilize society, bring more chaos, so they can offer their 'solutions' ... usually Bolshevik communist or corporate fascist models... i.e create chaos, so they can impose their own dogmatic order, ... which the people would never otherwise accept / even consider...

So belief that 'I won't be able to do this / achieve this / experience this / have this' will undermine any attempt to re-imprint the belief / make the fantasized experience real...

N.B if you habitually think about food i.e your pleasure images are of food, and taste, and the feeling of being full, you are focusing on the kinesthetic i.e feeling impressions...being motivated / driven by that sense... need to displace and replace with other less habitual senses e.g visual e.g 'how I will look' when I am slim...etc...all associated pleasures / satisfactions of being a healthy weight...so your 'pleasure principle' is not so narrowly fixated on food, and thus constantly driving you to obsess/ think about food, and thus over-eat, and thus really suffer any time you limit your food intake...as this will be your habitual source of pleasure / satisfaction ... need to broaden 'palette' of pleasures / satisfactions and displace / replace over-eating with these e.g read a good book, go for a nice walk, have sex/masturbate, have a nice long relaxed bath, actively seek out alternative forms of satisfaction / pleasure so that food is not your only source of

'reason for living'...i.e pleasure is whole point of life...any other posited 'objective' i.e 'reason for living' is absurd, usually deliberately imprinted to ensure you live for the pleasure of others, i.e so you work so that the imprinter, the beneficiary of that imprint, can enjoy as much as possible, at your expense, with you accepting this as 'deserved' and 'normal' i.e life not meant to be easy (for you and your group), life is a vale of tears that you must endure (but work hard so the priests can grow fat and easy from your labors), 'that ours is not to question why, ours is but to fight and die', so your leaders can enjoy the fruits of your sacrifice in luxury... guess who 'defined' the major western organized religions...all 5 of them... the Zionist 'Jews'...and guess who imprinted 'The Holocaust' deep into your unconscious, from birth? And who benefits from that imprinted belief? And who uses that belief to ensure they have a blank cheque to do whatever they want, to whomever they want, as 'victims' and 'gods chosen people'?...who always 'wins' every war (the banksters), who makes you believe paper is 'money' and 'valuable' and you should pay a huge proportion of the value you produce to them for the mere service 'money' provides...and who has you believe anyone who dares try to wake you up to the facts is a demon, vicious, malicious, extremist, crazy, evil person...ah, the 'father of lies' might be more precisely called 'the father of (malicious) NLP'...

Need to feel 'O.K.' about becoming 'new' person...NOT your parents...not the sheeple conformist the mass media and Zionist occupation, with their 5 religions, seek to trick you into being...

For many simply losing weight is a threatening idea...or becoming successful at anything...it would mean change...not everyone would be happy with that change...some friends who enjoy being 'the attractive one' would feel threatened...friends with low education etc might feel threatened, and want to 'cut you down to (their) size' so you don't outshine them, and make them feel inferior, simply by striving to be a better you...they may fear losing you, you fear losing them...there is a vicious working class mentality that goes all the way into the lower middle class where you are expected never to try to rise out of that class...that that is a betrayal...how dare you spread your wings, and leave your chicken-winged and brained compatriots below you? No, they have given up on even trying (though the moment someone offers them a chance to sell out their class they do e.g become union organisers, party commissars, fake politicians) so they use all their excess energies in keeping others down at their own level, of motivation, of behavior...it is malicious...anyone who bases their world view on lies that humans are all motivated by good will and the best intentions is going to be a victim...we have to identify where good will comes from...from shared expectations of mutual benefit from social interaction ... not from some imaginary automatic human nature... watch babies fighting, tooth and claw, and

the look on their faces... most people have to learn that it is in their interests to 'cooperate' and contribute with each other...the most able learn that together they can achieve more...but the least able resent the 'high flyers'...and finding little satisfaction in their own lives, or feeling 'robbed' because 'some have more', they focus on 'bringing their betters down'...pretend to be 'marxists' when they are motivated by pure envy, malice etc...which becomes clear once they get their 'workers utopia', where they don't seem to have any 'ability', but lots of need...feel entitled in the same way their 'betters' once felt...entitled to have stuff without working for it / producing it...just now at a much lower level of society and production, now that their 'betters' have been slaughtered, or sent to labor camps where they cannot employ their 'superiority' to producing the goods and services they once did...but hey, the malicious motives have been satisfied,...now everyone is equally poor... who cares if the richest is about as poor as the poorest once was...as long as 'no-one has more than me' I am 'happy'...or???

Anchor limiting belief-feelings then enter-into-it deeply, to trace it back to its origin 'story' i.e the incident/s in which the belief was imprinted...

Parents stronger/ older siblings stronger...if they always 'won' any battles, the younger can learn that they are inefficacious i.e can't win...feel powerless...this feeling having been imprinted by interactions with parents and older siblings... so no matter how strong and big the person becomes, they have an innate belief in their lack of power to fight back...feel powerless...become victim of bullies they could easily defeat, if but for this unconscious limiting belief ... despite what they see in the mirror now, their unconscious acts according to the imprinted belief that they are small, powerless, will always lose, and thus avoid confrontations, allow self to be pushed around...often to surprise of others...but few kids want to encourage peers to feel stronger, they believe any strength in others is a threat, makes them appear weaker...bullies aren't going to explain truth to their victims, and others who consciously or unconsciously envy their 'betters' are happy to see them bullied, and imagine that 'social reality' is real...that 'pecking orders' put in place by group dynamics define the 'natural' position of a person...

Imprinting events occurred at stage where person forming beliefs about themselves and the world...their identity...defining the 'self' and the world.

There is often something particular about the situation in which the imprint occurred...e.g parents will force them will upon child many times, but only in once case does that imposition result in an imprint...a self-definition...e.g potty training associated by Freud with many issues...

Child forced to comply may maintain some independence / control in subtle way that later becomes source of neurotic symptoms...e.g forced to sit on the potty, but parents can't make you shit...can hold it in...they can't even know you are deliberately defying them...so the child 'wins' and 'controls' the situation in this way...

The unconscious may do similar things, 'sabotaging' any attempt to 'control' it...to resist attempts to force it to do something...on principle...based on the original imprint of successful resistance...rebellion...can end up rebelling irrationally, for fear of allowing another 'control' e.g against the best, most well intended, good-willed, and obviously good advice...on principle...related to authority defiance disorder? (that one made up to define any defiance of irrational selfish authority as a mental illness e.g holocaust hoax, manmade global climate change –increasing weather severity, the media doesn't lie, etc etc)

Find a resourceful experience to anchor all the modalities and sub-modalities for it...as the model...then displace/replace these elements onto context/ content where a limiting belief is currently producing symptoms/ outcomes we don't want...

Use a similar type of situation, but where the outcome / beliefs were more optimal...find a specific example...so can re-create all aspects / associations / feelings of vividly...

Have to make sure unconscious does not conflate something you want to do (but have objections to e.g losing weight / but love eating) with a past imprint where you were forced to do something you didn't want to do, and resisted e.g potty training example...otherwise you will sabotage your 'diet'...as if it was being forced on you by someone else, and 'success' in the interaction is defined by resistance...stubborn refusal in subtle, unobtrusive ways that the 'authority figure' cannot clearly identify and thus 'break your will' and 'force you' i.e you win, because you resist in ways they cannot observe and define, and thus counter / defeat you...

Symptoms often result of some internal conflict (ongoing or past unresolved conflict that imprinted the limiting beliefs / symptoms)...therefore don't use imagery involving conflict e.g 'pacman' metaphors or 'violent/ war' metaphors with 'good and bad guys'... can end up tapping into/intensifying etc the internal conflict...cancer cells not 'bad' per se...just growing out of control...remission is where they return to 'normal'...which is aim of visualization...must use compelling, modality and sub-modality rich, vivid, immersion in the desired state/condition/outcome i.e completely involved / absorbed into Vs merely superficial image of outcome desired e.g image of thin you or Ferrari... have to ensure this desired state is consistent / compatible with your other desires, so you don't have un/conscious conflicts of interest i.e objections...overcome any

objections positively i.e with positive solutions...do not deny they exist...solve them...enter a relaxed, positive, receptive state of expectancy and belief that 'it will happen'...ensure you feel entitled/deserving of it i.e overcome any objections from 'imprinted' beliefs e.g 'I deserve to be happy', 'I can be happy' etc...

Cannot simply use dissociated images that conflict with other desires, and which you don't believe you can, or deserve, to achieve...

Experience the desired state with 5 senses, all the smells, tastes, sights, sounds, and feelings associated with achieving the desired objective... in all sub-modalities, so experience seems real ... so you 'believe' it to be real... to create the power of self-fulfilling prophecy and placebo effect...

Expect to smell, taste, hear, see, and feel all these modalities and sub-modalities associated with attaining the desired end...all the good feelings...

Ensure you have overcome any internal objections e.g that 'I don't deserve this', 'I can't have this', 'If I get this bad things will happen', 'I have to stay down, and not threaten anyone by being pretty, smart, successful etc'...

Model this 'faking it to make it' on something compellingly real...an experience of success you had...how did it feel...what modalities and sub-modalities did you experience...immerse yourself in these fully...then transfer them to the desired outcome, so this has all the qualities your mind and body associate with 'reality'...to make the desired outcome experience 'real'...compelling...powerful...as Buddha suggested 'remember it' rather than try to imagine it... 'remember it as having happened'... like 'remembering' the solution to a problem, rather than trying to solve it...assume it has already happened...that you have already solved it ,and are actually remembering how it felt, remembering the solution...a fait accompli...perfect self-fulfilling prophecy...

If you are unsure of negative externalities that may be 'blocking' you, re-form the objective in a way that bypasses these possible feared consequences, so you overcome the un/conscious objectives...

Set up a scene with all the modalities and sub-modalities you associate with success, and expect to enjoy when you have achieved the desired outcome... write the script until you are satisfied with it...list all the 'props' that make the scene seem real...other people's reactions to you, all the smells, sights, sounds, feelings, how it feels sitting in the Ferrari, or putting on that tight dress and getting admiring looks (maybe bitchy looks from some?)...until you have a 'scene' that is convincing to you as an onlooker...then 'enter into it' and become

that character...not as an actor...but for real...experience the scene you have set up as real...congratulate yourself... feel that you deserve it...

Unconscious often responds to language that is figurative e.g laughing at double entendres, 'innocent' language that results in a sexual response, because at some level it can be interpreted figuratively e.g fingering, erection, in and out, ejaculation, spread legged, bent over... observe clients body language to see if unconsciously responding to language that is not overtly sexual, or related to some part of the body, but which could be taken that way...to see if you can find some unconscious reaction / issue... e.g 'are you carrying the weight of the world on your shoulders?', 'is that a pain in the neck', are you 'looking for trouble' or 'don't want to look at that'...metaphor may reveal source of problem, or of imprint...

Leukaemia, metaphorically, is due to white cells that refuse to grow up/mature...they keep multiplying out of control...could be reflexive of fear of responsibility or just growing up...remaining child-like...could reflect an unwillingness to do so, or fear of doing so, imprinted at young age...

We need to want to, know how to, and have the chance to. All three, to achieve something.

Note 'remission' ... whatever leads to cancer is always there, the body just regains control and homeostasis over it... e.g viruses always present, but immune system keeps them in check...

Illness, like any other symptom, are a communication from the body / unconscious that something is wrong...if you listen, and hear the communication, and 'express' the 'impression' i.e complete the communication cycle, the symptoms disappear...the message has been received / heard / processed...respond to the communication / message the body is sending and the symptoms are no longer required...they disappear...the cancerous tissue is re-absorbed by the body, the immune system stops attacking itself, or defining harmless particles of pollen or gluten as 'pathogens'...

If you have been ignoring your body, or unconscious, it may have to shout i.e use very extreme means of communication e.g irrational fears, pain, disease, illness etc...Like society's flare up into civil wars, violence etc when the needs of some parts are ignored by the others e.g the elites over abuse the value producing workers etc...

Keep in mind must treat any system as a whole...cannot treat just one aspect of it...must treat the problems of the entire system, ecologically, holistically...respond to all communications ... so illness question of lack of

communication / listening/ responding appropriately...like holding hand in fire or on hotplate even though it hurts...

Many cases of people merely observing or recording an NLP session changing their own beliefs as a result, and thus becoming free of limiting beliefs, and the symptoms these had been producing i.e real physically documented medical conditions ...and clients who underwent NLP whose tumors disappeared, or became benign, who tested positive for AIDs then negative...etc...whose cancers disappeared...allergic reactions stopped...breast cancer disappeared...

Weight loss related to definition / belief person has of themselves as 'slender' or 'overweight'...

Note if you believe cancer kills, it can kill you. In fact it is not cancer that kills...it damages/interferes with/breaks down the immune system and other organ functions, allowing infections and organ failure, so system breaks down...Cancer cells are your own cells...so not question of getting rid of them, but transforming them...there are always a certain percentage of cancer patients who go into remission...often totally disappear...without any intervention...i.e spontaneous...

NLP aims to produce positive holistic ecological changes...positive mindset...positive relationships...positive diet and lifestyle changes...all contribute to better resistance to disease/ illness / pathogens i.e 'clear' of psychosomatic generators of dis-ease...need support from every direction, including doctors, family, friends, society...

A genuine change in beliefs is reflected in a change in attitudes, lifestyle, diet, exercise, relationships etc...just 'pretending' you believe won't cut it... 'glauben heisst machen'...generates positive reinforcing loops...positive self-fulfilling philosophies...greater 'bounce-back' from bad experiences / set-backs...

If you see three different doctors, you'll likely get three different diagnoses, prognoses, and treatment plans...so go figure!

We are psycho-cybernetic organisms...we require a purpose / meaning for living e.g expectation of pleasure, even 'revenge'... often dis-ease / illness occurs after lose purpose / reason to live...mission...

People often much more accepting of death than Hollywood movies would suggest i.e they have 'given up on life' and feel they've done all their going to do / were 'sent here' to do, really have no motivation to go on living, and not very concerned about dying...

Question is whether their beliefs are valid re: do they really have a positive reason to live? E.g Hamlet's 'To be or not to be' is extremely rational...

Often giving people a new mission, i.e re-mission-ing them...leads to a remission of the illness/symptoms...

MHR Thanatos Vs Eros...and Hume, the more dominant affect absorbs the power of the less dominant affect...so either will get stronger and live, or weaker and die...rather than keep up see-sawing of 'to be or not to be'...

Different mental and emotional states and physical states change the balance of chemicals in the body and brain chemistry, immune response etc e.g stress, happiness, despair, confidence, hopelessness, are all part of the equation. Even changing pH levels can determine which sperm end up impregnating an egg, thus determining the sex of a baby...

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NLP can cure phobias i.e phobia is mere belief imprinted ... if allergy is immune system 'phobia' i.e imprinted belief that 'hay' is pathogen e.g because unconscious associated it with some fear / threat / danger e.g I will spend all my time with my horses and neglect everything else, therefore defined hay-horses as danger / pathogen, and immune system responded to hay-horse set by defining hay as pathogen, and reacting to it, as if it was...i.e definition of allergy is such a response i.e harmless particle identified as pathogen... form of propaganda...mis-information...set up huge 'defence' which produces symptoms of 'hay fever' i.e allergic response...thus the belief that hay is harmful produces real harm...forces person to reduce time spent with horses...freeing up more time for family etc responsibilities...n.b 'spring time' allergies and 'colds'...what is associated activity that formed original imprint of belief...what was being avoided / what self-defined 'harm' / risk ...

3 anchor and 1 anchor allergy-belief imprint 'clearing'...

Because some allergic reactions can be deadly i.e produce anaphylactic shock...never test the success of the 'clearance' of the symptoms without strict medical supervision e.g with appropriate medical expertise and equipment/pharmacological requirements e.g 'injector-pens' used for anaphylactic shock...

But for less threatening allergies like hay-fever, where this risk does not exist, you can follow the basic procedures that have been successful in the past in relieving people of allergic responses i.e replacing the belief imprinted on the mind and immune system that harmless particles are dangerous pathogens requiring their interaction...basically 'curing' someone of an 'allergy'...

If symptoms disappear when a person is asleep, or distracted, then the chances are they are psycho-somatic i.e result of an imprinted belief...

The same principles can be expected to work with other 'belief' dependent 'illnesses' 'dis-eases' like cancer, arthritis, AIDS, lupus, migraine...anything where inflammation is present, where communication has broken down i.e propaganda / invalid definitions have corrupted the program...so immune system attacks own cells, or defines harmless particles / situations as dangerous / pathogens...

Get client to vividly imagine the situation in which the symptoms appear e.g that they are holding the 'allergen' up to their nose...or recall a vivid experience of the response / symptoms ...re-create the circumstances...to calibrate the response...the physiology, posture, voice tone/level, any 'indicator' that the person is suffering the symptoms...in the situation associate with the symptoms...

Even fake roses have been used to induce allergic reactions to roses...even just thinking about being in the presence of the pathogen / phobia source can produce / stimulate / result in the symptoms emerging...all this indicates the power of the mind...that the symptoms are psycho-somatic in nature...and thus open to a 'cure' through NLP

Immune system has 'fixed' definitions...once it has defined a virus, bacteria, or particle, or situation (phobia) as harmful, the 'fight or flight' response is invoked...once the definition has been 'written' or 'coded', the response will be immediate, when that same element is perceived to be present, by the immune system, or the mind (MHR just thinking it is present triggers the now hard-wired / coded response...If-then...

Need to teach the immune system a new response...displace / replace / over-write the existing definitions / code ... so the response is over-written...to displace/replace the imprinted 'belief' with a new one...the 'pathogen / danger / risk' definition with 'harmless / neutral / low threat' ... re-programming...

First need to seek out 'objections' to a 'cure' i.e what benefits / avoidance elements involved...e.g if allergic to grass wife can't nag you to cut it...phobia lets you avoid activities you don't want to do / risks you don't want to take ... so seek out 'objections' and overcome them...requires honesty...self-awareness...what 'value' / service / benefit does 'symptom' provide...ecological / holistic context ... what is real 'meaning' of the symptom...what is it communicating indirectly that you won't 'own' i.e if you don't want to cut the grass, just say so, and your unconscious won't have to go through all this charade...a much more efficient / efficacious response can be found e.g pay the neighbor's teenager to do it, rather than go through all this suffering / drama ...

of course it is unconscious...pre-conscious...below level of consciousness...so you don't see it as such...will need to look in mirror, honestly, to 'audit' your 'motives' for having the symptoms...more particularly the motive that arose during the critical period in which the symptoms merged...the traumatic experience, the imprinting situation...when the new belief that 'having this symptom' was a good idea...that 'hay is dangerous', that 'dogs are dangerous per se' i.e a generalized definition ... info / data / definitions fed into the program which computed 'allergen' or 'danger' and resulted in the phobia / allergy...when the belief was initially imprinted, the invalid belief / definition, it provided some immediate gain / value / service to the person...such as avoidance of the same painful result, or some other unrelated thing could be avoided e.g school sports ... or it got the positive attention of parents etc...

Specialization of immune system elements...Macrophage cells have long tentacles that latch onto foreign substances like dust, pollen, grass particles, viruses, bacteria etc that have entered the body through breathing, swallowing etc...they ingest a little to identify it, then place a sort of 'flag' on the cell to identify it. Helper T cells are attracted to these flags. If the negative impression of the flag matches the positive impression of the T cell (like heterosexual animals), they will 'mate'... if the information coded onto the foreign substance matches one of the codes imprinted in the T cells and defined as 'dangerous', the helper T cell will stick to the foreign substance and send out a 'calling all cars' chemical signal that will attract killer T cells...if the substance is identified / defined as a virus or bacteria or other pathogen, they will inject it with a chemical that disintegrates it... we end up with a war zone...and all war zones suffer 'collateral damage' and 'casualties'...the battle produces inflammation, lots of 'byproducts' of the carnage pollute the body, and produce the symptoms we associate with a cold or flu, or allergy, or phobia. When the viruses and bacteria 'explode' they release lots of toxins, chemicals etc that produce the side-effects we experience from colds, flus, allergies.

And so if these killer T cells, the 'terminators' of our immune system, explode the body's own cells, or harmless foreign substances that we would otherwise just excrete through sweat, urine etc, they create war zone, 'friendly fire', and as the healthy cells are everywhere, they can end up 'carpet bombing' large areas of tissue, even enough to threaten the functioning of organs, and the biological processes required for health, vitality, and even life itself...

Other cells 'mop up' the body's own defective, diseased, unhealthy cells, on a regular basis...any excess cell growth is contained and eliminated...cancer is unchecked / out of control cell growth in a position that prevents an organ carrying out its function effectively, weakening the body as a whole, and leaving it prey to pathogens, illness etc...vulnerable to pathogens / risks that it otherwise would have no trouble successfully overcoming / responding to...

An allergy occurs when the T cells attack harmless cells, or the body's own healthy cells. It has somehow come to define them as dangerous. There is miscommunication. Propaganda.

Need to clear up the misunderstanding. Need to identify the 'secondary gains' that lead to the 'noble lie' i.e propaganda... the self-deceit ... whether conscious at the time, or at a level below direct consciousness i.e a clever plan of the mind to avoid, or attain, the desired / undesired outcome ... to gain pleasure or relief...to eliminate the 'motive' for the 'noble lie' e.g that I am allergic, have asthma, need/deserve attention, to 'justify' not doing X, or getting Y...seek out ways to get same relief / pleasure i.e same gain / avoidance, without the symptom...i.e more rational, efficient means to avoid cutting grass, neglecting family for horses, getting positive attention, avoiding X, getting Y...that don't involve the current symptoms (or new ones)... find a truth that will supply the relief / pleasure, to replace the 'noble lie' with...delete the propaganda and replace it with truth...stop distorting reality and denying the underlying motives...face them...accept them...don't judge them...find solutions instead...MHR often main resistance is due to this 'judgement' i.e 'good and evil'...replace with practical heuristic problem solving approach that drains the issue of all 'affect' i.e guilt / fear / evil definitions...which are their 'power' i.e the 'power of demons' to distract / misdirect / deter direct confrontation of own desires / impulses i.e what want and want to avoid...their 'affective power' is due to the propaganda of religion, media, parents, society i.e women should want babies, men should want to fight wars and play sport and pay for sex one way or another, masturbation is a sin whose consequence is fates worse than death etc i.e force us to be fake, lie to selves...and find alternative ways to 'avoid' what don't really agree with i.e what is not real for us...not authentic...but we cannot do it directly i.e 'come out' or openly communicate our true desires etc...the truth for us...our reality...so our unconscious comes up with clever means of avoidance and gain...men can't just cry out for love, they have to be sick, women can't just escape a relationship, or avoid having children etc, they have to die of cancer...all the in-authenticity fucks up the systems communications...how can a software program run, and produce hardware, if its definitions are invalid...if it senses X but pretends Y...like a complex system of traffic lights, where some are falsely signaling green, you are going to see the whole system collapse due to the lies, the propaganda, the deceptions, whether 'noble' (intended to avoid harm in the self or others e.g self sabotaging tall poppy), or malicious (priests, mass media propaganda, powerful political and business interests set to enslave you directly and indirectly, to profit from your misery)...

Allergy...step one...find a substance e.g plant, or situation, that is as similar to the allergen / phobia as possible without generating the symptoms... e.g similar

grass not allergic too...similar tree blossom...similar situation e.g train vs plane...i.e closed space...

Have person inter-into a remembered or imagined situation that is very similar, but doesn't produce the symptoms...get them to vividly immerse self in as many levels of modalities and sub-modalities, sensory impressions, feelings, smells, sights, sounds, and observe their accessing cues and posture and breathing, and then 'anchor' this state with e.g a squeeze of their left hand or shoulder. We will now 'transfer' all these elements of the state 'fine in the presence of X' to the state associated with the presence of Y. i.e they are very similar states, so we can hope to 'trick' the mind into re-imprinting the state Y with the beliefs associated with state X...all the physiological elements that make up their response to X...to replace those limiting beliefs / states currently brought up by Y...

Make sure they are fully 'entered into' i.e completely 'associated' with the situation X / state X ... rather than just dissociatedly observing it as a casual, uninterested, uninvolved, neutral, observer, third party watcher...has to be a real immersion...fully, vividly experience it ... enter-into-it...become that person in that situation...as real as possible...with as much sensory details and 'reality' as possible...colors, sounds, smells, feelings, affects, emotions...not just real...but capable of imprinting strongly...strong impressions...complete impressions that will be easy to recall due the strong impressions they made...think about what things you can vividly remember...what made them so vivid...what made their impressions so strong...n.b we often speak of someone being 'impressionable' or 'of at an impressionable age'...so travel back in time to experiences that made a big impression on you, that you can remember to this day in detail, and use the same modalities and sub-modalities, to ensure that this new 'experience' feels as real...is experiences as real and compelling, and makes at least as equally strong an impression on your / the client's mind...so this impression will be stronger than the one that formed the problematic imprint-belief...the limiting belief...the one that is so problematic...that resulted in the symptoms...so we can over-write it with at least as strong a magnetic charge as the charge that initially 'wrote' it...encoded it...

Imagine a bullet-proof plexi-glass shield has been placed between the allergen / thing have phobia of... and you...then imagine watching yourself on the other side of the shield, handling the allergen/thing, but having the response you have just anchored i.e of being fine...then bring that self on the other side of the shield back to the self watching that self, here...then imagine being in presence of allergen/threat but maintaining this anchored response...

Person may have trouble accepting the true nature of allergies / phobias...need a few moments to process the fact that the elimination of the phobia / allergy can

occur so fast, because it is merely a matter of replacing a faulty definition / belief with a valid one... in future may feel the first stage of the old response, but there will be no follow through...i.e the initial muscle memory may be retained and expressed before the mind can process the response, remember the new definition / belief, and prevent any follow through with the older dysfunctional response...i.e the allergic reaction or panic ... mind has been rewired...the immune system has been recalibrated to the new valid definitions...a change in neural pathways and brain chemistry... the old 'anchored imprint' has been collapsed...like propaganda revealed...like people suddenly realizing 'the holocaust didn't happen' etc...

If allergen can not be specifically identified i.e the association imprint was more general e.g airborne pollen, then consider what 'counter-example' might be appropriate i.e an equivalent e.g lint or flour that the mind could associate with the original trigger.../ excuse / prop ...

Often allergic reactions only occur when person experiencing stress...i.e related to their emotional state / stress ... so need to train them to respond differently to stress ... to the situation that produces stress...e.g some years they have hayfever, other years don't suffer the symptoms...even though pollen count same...i.e internal state is the differentiator.../ trigger...for increased sensitivity / awareness of trigger for allergic reactions...

Find a counter example as close to the allergen, in the person's imagination/view/definition as the allergen...e.g allergy to cows milk using goats milk or soy milk, or something like milk e.g coconut milk...help person suggest own counter example i.e what seems most like to them...

To test if therapy worked, have specialist run tests, ... in case fails, and severe reaction occurs...

MHR could person die just from imagining the allergen is present?

Some people will test 'positive' to almost every known allergen...under different stress levels...so deal with stress issues first...

May have to go back and work through 'secondary gains' i.e ecology of allergy / symptoms...remove motive for them...

Test for any unresolved imprints at root of problem...Vs simply the first imprint associated with the symptoms...may be a deeper underlying imprint at root of this later one...but later one is first time recall symptoms...may be screen memory...real memory hidden/veiled/ blocked/repressed...though NLP only needs to deal with the belief, not the affect i.e no need to express/process the

experience, just re-imprint a new belief to overwrite the one written as a result of that affect/experience/trauma...

Fast processing: Calibrate : 'what is it like for you when you are in the presence of the allergen/phobia'...observe details of client's physiology, eye accessing cues, breathing etc... Explain the error of the immune system i.e propaganda/noble lies/invalid definitions/mistaken identity so that it requires a quick 'message' / 'reprogramming' / updated definition / re-training...but as problem so simple, this can be done very quickly and simply...Check for ecology/secondary gain...what would life be like without these symptoms? What positive and negative consequences of not having them? Find appropriate counter example resource i.e close enough to allergen to make re-mapping/over-writing allergen response easy... Anchor response to the counter example throughout the process i.e as overlay imagined allergen onto the response / beliefs / definitions so they merge, and the new response / beliefs / definitions of 'harmless' over-write the original limiting beliefs / erroneous definitions...Use dissociation e.g plexi-glass shield to establish dissociation, so no threat, while holding the anchor...have client see self on other side of shield/ screen in presence of allergen, but anchored, so having no response to it...experiencing it as harmless...re-programming immune system / definitions / beliefs about the allergen/ phobia locus...then gradually introduce the allergen / phobia locus into the presence of the 'projected' person on the other side of the plexi-glass...gradually so they have chance to get used to its presence, without any symptoms...wait until can observe a physiological shift, as if observing the immune system re-calibrating the allergen as 'harmless' i.e re-writing its definitions, updating to these new facts / beliefs / definitions...then Re-associate the person back into their own body, on this side of plexi-glass, then have them again imagine they are in presence of allergen / phobia locus...as hold the anchor...have them imagine a time in the future when they will be in the presence of the allergen / thing feared, that used to result in the symptoms / irrational fear response, feeling great...Test with real allergen / feared thing for any signs of previous phobia / allergy...

Three anchor process: this alternative uses 3 anchors...one each for the dissociated person, one for the counter-example, and a resource anchor...Vs just one for the counter-example... anchor how they want to feel in presence of allergen/feared thing... so in each part of process person can see themselves with the resources they need to face the allergen/phobia...gradually introduce allergen in dissociated state...future pace i.e see self in future in presence of allergen/feared thing with access to anchored resources...

Foreground/Background procedure...based on Pavlov's experiences with dogs...Pavlov conditioned dogs to expect food i.e salivate, in response to hearing a bell, buzzer, and tone at same time...i.e presented with food after simultaneous

sounding of bell, buzzer, and tone...so learned to expect food after these 3 triggers heard...Pavlov noted that, when later sounded individually, the dog responded most to the bell, less to the buzzer, and least to the tone... so he called the bell the 'foreground' and the buzzer the 'background'...corresponding to what the dog responded most to / paid most attention to, the stimulus the dog reacted most strongly to... Pavlov found that after he had conditioned the dog not to react at all to the tone, when he sounded all 3 sounds at the same time, the dog also ignored the buzzer and bell.... This sort of process has been adapted to NLP...in the following way:

e.g allergy to cottonwood trees...hold client's arm then get them thinking about pine forests ... and hold this 'anchor' as get client to vividly imagine pine trees ask client 'what do those shoes feel like on your feet?...to couple focus on sensations in feet while thinking of pine trees... 'how do your feet feel when you walk around cottonwood trees?'... client's physiology changes as shifts to thoughts of cottonwood trees ... now client's focus, in association with cottonwood trees, are not the allergy symptoms, but how his feet feel, and as his feet never showed any symptoms, he is now symptom free, when thinking about cottonwoods (Vs earlier he would display tension around eyes and skin color became uneven)...the cottonwoods were foreground in his impressions, while his feet, always present, were background. He paid them little attention, like Pavlov's dogs to the tone. We created a strong association between his feet and the counter-example of pine trees (very similar to cottonwood trees to his way of thinking, but he had no allergy to them)...

You can 'anchor' a set of impressions visually e.g a man who wears a tie to work...tell him you're glad you don't have to wear a tie to work, and ask him if he minds, and as he considers his answer, anchor his response when it comes by holding an imaginary tie knot on your collar...now they will answer 'no, I don't mind' and now you have anchored 'I don't mind' in this context. Then ask client 'do you really mind listening to your wife when he was really interested in what she was saying?', while fingering the invisible tie and thus activating the anchor of 'I don't mind'. Then ask him about her nagging. Do you mind her nagging? And whereas before he did mind, and got irritated, now he 'doesn't mind'. The tie was always in the background of his attention, his wife's nagging in the foreground. The tie was thus 'close enough' on some level, in the client's mind, to act as a counter-example.

The best 'counter-example' is a remembered incident where the person was in the presence of the irritant / feared item / allergen, and didn't have a negative reaction.

Ask client to suggest a counter example...Example fear of dentist drill sound...client suggests electric mixer as it sounds similar...didn't work, as she

was in control of them, thus the situation was not close enough...therapist suggested hairdressers clippers, as she didn't control them, but didn't mind them, even though they sounded similar...with bonus that she associated that sound with 'doing something good for myself' and 'looking better'...so now these good feelings associated with the hairdresser's clippers could be carried over to the dentist's drill sound...

Select something for 'background' that will always be there, but which person pays little attention to...like the dogs and the tone...e.g temperature, pressure in soles of feet. Try different 'backgrounds' until hit on the right one that 'does the trick' as a 'counter-example' i.e is accepted by the mind as close enough to the problematic trigger...Foreground is what the client is most aware of e.g the allergen/ feared object. Find a counter-example, where the symptoms don't occur, but which the mind will accept as close to the same situation. Work out what 'background' can be common to each, what must be present in each, but which the mind pays little attention to e.g weight of clothes, pressure on soles of feet...While holding the anchor, have person focus on what they are most aware of in the counter-example situation / memory / experience. Aim is to produce a strong association between what is most in their awareness (foreground) and something they are not attending to (background).

An efficacious 'counter-example resource' is a situation in which the person would normally be expected to display the limiting symptoms, but didn't...or a situation that is, in the client's view, as similar to the one that provokes the symptoms as possible, without provoking the response/symptoms...in this situation, what is the client most aware of i.e foreground of conscious awareness, what most attending to e.g sinus pain, itching eyes. Then search for a common 'background' that must be in each situation / context, but which the client is not attending to / is outside the persons' conscious awareness e.g feel of shoes on feet, tie around neck, weight of jacket, some common denominator that is glossed over...Anchor this background feature... Hold this anchor and have client focus on the foreground/what most aware of, in the counter example experience / resource...create as strong an association as possible between the this foreground, and the background identified as common to counter example resource and situation where symptoms displayed/provoked/experienced ... Release anchor and immediately have person associate / enter into / recall in vivid detail, the situation usually resulting in the symptoms...Calibrate the physiology of the client ... if the symptoms still appear, go back to step 3 with a different counter-example and strengthen the association between foreground and background features...

An alternative to 'anchors' is to observe which sub-modalities are present when the symptoms are not present i.e the immune system working correctly / no propaganda / no misinformation / no invalid definitions...and map these onto the

situation where it is over-reacting / identifying harmless things/bodies own healthy cells, as 'threats'...typically there will be one critical sub-modality present in one and not in the other...seek it out...transplant it...add the sub-modality absent from the symptomatic response from the healthy response ... replace/displace any additional sub-modalities present in the unhealthy response with ones from the healthy response... basically 'mimic' the healthy response, in the context of the stimulus that has been inducing / stimulating the unhealthy response...like making a historical re-creation as close as possible to the true story, with ONLY the propaganda bits / lies different, so it is convincing...i.e hiding lies in truth...

Sub-modalities include questions like 'How do you think about it'...what words come to mind...what images...sounds, smells, feelings, emotions...of the symptoms and their response to them...(or vice versa!)

Calibrate, Explain immune system's mistake, check for secondary gain/ecology issues, find efficacious counter-example (to use as a resource). Elicit the sub-modalities for that example i.e associated with the immune systems 'healthy' response to harmless things... e.g cat allergy, use interactions with dogs...grass allergy and response to wheat...so can identify the sub-modalities the immune system uses when it is responding appropriately ...elicit the sub-modalities associated with allergic reaction, to identify the sub-modalities the immune system uses when it is responding inappropriately. Have person vividly think of the allergen, while reproducing in their mind, and physiology, every movement and thought, reaction etc, across all sub-modalities, so that they match the sub-modalities of the counter-example i.e imagine allergen but without the response...future pace i.e have client apply to imaginary future interactions with allergen without the old reactions as therapist observes for any sign of the old symptoms...then test with actual 'allergen' (if safe to do so...if any risk of severe life threatening reaction e.g bee-stings or peanut allergy, have a specialist do this test, with all the 'epi-pins' etc on hand in case of anaphylactic shock etc...

Mozart's letters described a creative process he applied to his musical creation. Here is a paraphrased translation, adapted by Rober Dilts in his book 'Beliefs'.

Take a moment to be fully and consciously aware of your body. Your feelings. Pay attention to parts you normally don't. Enter into your body fully, experiencing the symmetry and balance of the left and right sides. Search deeply inside for that part of your body that you've always been able to trust to be healthy. The one constantly trustworthy, reliably healthy part you have always been able to count on to be there for you. The part that is always healthy. It might be an ear, a hand, a leg. The part that is always reliably healthy and strong no matter what other ailments or illnesses you have suffered.

Focus your awareness intensely on that part. Enter-into-it.

Imagine that part is like a musical instrument that resonates with a melodious sound. This is the sound of vitality. Of energy. Of health. Of well-being. Of balance and harmony.

Amplify that sound. Allow it to resonate more fully. Until this resonance spreads out to include the parts of the body around it. Until the entire body begins to resonate with this melodious sound. Filling with a feeling of vitality, health, energy, and life. Allow the feeling to strengthen and grow.

Now smell that sound. Smell the aliveness and vitality and health and vigor and energy and harmony and balance. What does it smell like to you? Fruity? Spicy? Aromatic? What does it taste like?

Imagine that feeling as a light. Growing in intensity. Spreading throughout your entire body. What color is it? Imagine it growing in intensity. Becoming more vivid. What does vitality look like? Allow it to spread and intensify throughout your body. Allow it to dance and vibrate. A dance of color and rhythm. Spreading through your body, from the healthy vital parts out. Massaging every part of your body from the inside.

Know that music and that dance can continue. Even through tonight in your dreams, in your sleep, in the back of your mind . . . that music can spread . . . that light can spread its warmth, its flavor all through you. And that you can taste that, in the things around you, in the food that you eat. In the sights that you see and the sounds that you hear. And that the sounds of life and health, and the colors of life and health, and the tastes of life and health can be there for you. And if you can pay attention to those, your unconscious mind can lead you to what are the most appropriate things to eat, to see, to hear.

And perhaps that light within you can become so strong and bright that it begins to shine out through your pores and eyes. And the sound spills out through your tone of voice, and spreads to others, without your having to try, but just by people being near you. They feel it, and they sense it.

Allow that process to continue at its own pace, its own rate of speed, in the way that's most ecological for you. And any of the ideas or the learnings that you've made here today, know that you can accept or incorporate them, or consider them, in a way that's most ecological and appropriate for you. And tomorrow morning, when you wake up, may you arise with a sense of energy and vitality, a relaxed feeling but with an alertness that perhaps you can feel as you allow your eyes to open and make contact with the world around you here. And even noises from outside the room won't interfere with that sense of inner vitality and peace.

THE FACT IS, YOU HATE ME, PEOPLE LIKE ME, WHO TELL YOU THE TRUTH ABOUT YOURSELF...AND WE ARE THE REAL WHISTLE BLOWERS...THE ONES WHO CAN TELL YOU ABOUT EVERYTHING ELSE THAT DESERVES CRITICAL INVESTIGATION... SO WHEN YOU DESTROY US, YOU DESTROY YOUR ONLY CHANCE OF HAVING HONEST WATCHDOGS LOOKING OUT FOR YOUR INTERESTS, AND THOSE OF YOUR FAMILY...SO FROM A PERSONAL LEVEL, FUCK YOU, AND FUCKING ENJOY YOUR HELL ... THAT SAID, MY MOTIVE IS TO HELP YOU, SO OF COURSE I WANT TO SAVE YOU FROM YOURSELF, AND FROM HELL... BUT YOUR STUBBORN REFUSAL IS FRUSTRATING BEYOND WORDS... YOU DO GET WHAT YOU DESERVE, AS YOU DO UNTO OTHERS... YOU DESTROY ALL THE PROPHETS WHO WOULD BE HONEST WITH YOU, AND WOULD WARN YOU, AND SAVE YOU...SO WHAT CAN I DO BUT WASTE MY LIFE TRYING TO SAVE US ALL, INCLUDING YOU...DESPITE YOU... AND WHAT YOU DO TO ME, AND PEOPLE LIKE ME...OVER AND OVER AND OVER AGAIN...

Sleights of mind

SLEIGHTS OF MIND BY STEPHEN L MACKNICK

The neuroscientific study of magic)

MHR 'MOSSAD MOTTO' 'BY DECEPTION MAKE WAR'...REFERENCE IS TO Sun Tzu in 'The Art of War' more than two thousand years ago: "All warfare is based on deception. Hence, when able to attack, we must seem unable; when using our forces, we must seem inactive; when we are near, we must make the enemy believe we are far away; when far away, we must make him believe we are near. Hold out baits to entice the enemy. Feign disorder, and crush him." THIS IS KEY TO IDEA OF 'DEFENCELESS VICTIM' AND 'WE DON'T CONTROL THE MEDIA, FINANCE, NATO, U.N, BOTH POLITICAL PARTIES, CONTROLLED OPPOSITION, ALT. MEDIA ETC...

CHAPTER TWO:

the Ambitious Card routine. This famous trick can be done in an infinite number of ways, but the ones we are about to learn are especially germane to how magicians trip up your visual system. The magician asks you to choose a card, any card, from a deck. You do so and then place the card in the middle of the deck. The magician snaps his fingers over the deck and voilà—your card has mysteriously risen to the top. It is an ambitious card—it rises through all the

other cards every time. Houdini was the most famous magician in the world. Whereas he had earned supreme confidence in his abilities to pull off spectacular escapes, he was perhaps too confident in his abilities in close-up magic. With fulsome bravado, Houdini issued a challenge to all magicians: Show me any trick three times in a row and I'll tell you how you did it. At the Great Northern Hotel in Chicago in 1922, a gifted magician, Dai Vernon, met the challenge by demonstrating his version of the ambitious card routine. Vernon, known as the "Professor," was more than a match for Houdini. He was one of the best sleight of hand artists who ever lived.

Vernon asked Houdini to choose a card and sign it, in ink, with his initials. The card went into the middle of the deck. Vernon snapped his fingers. Houdini's card was on top.

Houdini was stumped. "You must have a duplicate card."

"With your initials, Harry?" asked Vernon.

Vernon repeated the trick three times, using a different method each time. Houdini was incensed. He couldn't figure out how it was done. Vernon did the trick four more times. Still Houdini was fooled—though he never admitted it publicly.

Sleight of hand magic, when done well, is miraculous to behold. (The word "sleight" comes from Old Norse and means cleverness, cunning, slyness.) It is usually performed close-up, within a few feet of a spectator. There are hundreds of different sleights. Some involve misdirecting your attention (we'll get to those in chapter 4). O

The basis of the trick is 'the double lift', probably the most basic and most central sleight in the magician's repertoire—and a key feature of Ambitious Card routines. The trick is to turn over two cards on the top of the deck while making it look as if you are flipping only one. It's that simple. But when it is used at the right time in concert with other types of misdirection, it is utterly astonishing. Dai Vernon was a master of the double lift. Say your card is the ace of clubs. The magician fans the cards and you put the ace in the deck. As he closes the fan, he puts one card on top of the ace and surreptitiously marks the spot, called a break, with his pinky finger. He makes a quick cut of the cards so that the ace is now the second card from the top. Then comes the double lift. He lifts two cards so that the ace is faceup, on top. It is the ambitious card.

The magician smiles and says, “Yes, it is an ambitious card.” He double flips the cards facedown once again and then takes the top card (which you think is the ace but of course it is not) and puts it in the middle of the deck. He snaps his fingers and turns over the top card, which is—the ace! It is surely ambitious, and you are dumbfounded.

Magicians train for thousands of hours to double-lift without revealing that they are “handling” the cards. They must train their fingers to deftly lift two cards while convincing you that they are lifting only one. This involves various maneuvers such as putting a small crimp in the two cards so that when they are facedown the magician can feel them as one. When the cards are flipped, the crimp is released and the cards lie flat. In mastering this sleight, magicians must be able to make the moves without paying attention to what they are doing.

So how does the double lift fool you each and every time? Why can’t your visual system track the cards correctly? It has to do with your center of vision. If you were going to detect two cards pressed firmly together moving as a unit, you would have to put your eyes inches in front of the magician’s hands and stare at the cards as if under a magnifying glass. Even then you might miss the sleight of hand.

The reason for this is that your visual system has very poor resolution except at the very center of your gaze. The cards are so thin that your vision is not up to the task of distinguishing them, especially in the hands of a skilled card sharp. Your center of gaze is called the macula—the region near the center of your retinas packed with photoreceptors. It, along with the fovea (the very center of the macula and the part with the very highest resolution), is responsible for high-acuity vision. It’s a piece of your anatomy that is so specialized it has its own set of diseases, including age-related macular degeneration. In fact, macular degeneration is the most common form of blindness in older people, as maculas slowly die over the course of a few years. Without maculas, you can see only with your peripheral vision, which has very low resolution. You navigate by seeing the world in terms of what appears off to the sides of your head.

another way to do the Ambitious Card routine called the Vernon Depth Illusion (also known as the Marlo Tilt because the two magicians developed it independently). Long after Houdini died, Vernon continued to refine the trick with diabolical insight into visual processing.

In this sleight of mind—captured on rare film footage in the 1950s—Vernon asks you to choose a card and sign it.⁶ He takes the card and clearly sticks it into

the middle of the deck, slowly and purposefully, so there can be no mistake that it's your card. Then he flips the top card of the deck, and voilà!—it's your signed card.

Here is how he did it.

After Vernon receives your card, he twists it slightly and sticks it partway into the center of the deck from the back. The twist ensures that the card does not enter the deck. Instead, it forces other cards to protrude where you are looking—at the front of the deck about halfway down. These pushed-out cards reinforce the idea that Vernon is really planning on pushing your card into the center of the deck. But it's a ruse. While resquaring the deck (pushing the cards back in), as if to fix his mistake, Vernon tilts the back of the top card of the deck slightly upward. From the perspective of where you are standing, you cannot see the tilt, though there is now a gap of almost a centimeter between the top card and the next card down, as seen from the back of the deck

Vernon then takes your signed card and slips it into the deck at the bottom of the unseen gap. From your vantage point it looks like it is going into the middle of the deck, but in fact it is now the second card down. You don't notice this discrepancy for two reasons. First, from your perspective, you can't see the tilt of the top card. It never occurs to you that he could be sliding your card into the second-card-down position, directly under the top card.

Second, your visual system convinces you that your card is much farther down than the second position. It looks to be in the middle of the deck, in approximately the same position as when Vernon first “accidentally” pushed out the cards with the twisted card. You saw other cards pushed out as it was “inserted.” But did you really see it go in?

The magician can push the card into the middle of the deck or just under a tilted top card. Either way, the card looks like it's going into the middle of the deck from the vantage point of the spectator (left column). (Drawn by Jorge Otero-Millan)

Obviously not, but your visual system also tells you that your card is now occluded by the top of the deck. Your angle of perspective tells you that your card is being inserted. And your three-dimensional vision tells you that your card must be in the middle of the deck—about twenty-five cards down from the top

card. Of course this logic is all wrong when the back of the top card is tilted up during the second insertion attempt. Afterward, a very innocent motion of Vernon's hand allows the tilted card to drop, and the gap is now closed. Your signed card is now in perfect position to be revealed by a double lift. Vernon tells you that your ambitious card has risen to the top, and there it is. Then he compounds your sense of awe by saying, "Let me show that to you again." He double-lifts the two faceup cards back down, and then he removes the top card (which is not your signed card, though you think it is) and actually puts it into the middle of deck. And you know the rest. Your signed card is now on top.

Two normal depth perception cues—occlusion and perspective—have conspired to fool you. These processes are automatic and occur without your being aware of them, which is why the trick works. Remember we said your brain constructs reality? In this case, your visual system is telling you what is "real," but it is a hapless victim in the hands of a skilled magician.

Occlusion refers to the fact that if one person is partly hiding behind another person, you naturally assume that the person who is not occluded is closer to you. The same goes for playing cards. This is a logical deduction made by your brain, done automatically and virtually instantaneously, without conscious thought.

Again, Vernon fools your visual system. Because you "see" your card being inserted into the middle of the deck, well then, the other cards must be on top. They are occluding your card, which must be fairly far down the deck.

Nobody knows where occlusion is computed in the brain, but it presumably happens high enough in your visual system that the relevant neurons encode individual shapes. Neurons that become active early in your visual pathway detect only small features of the world—edges, corners, curves. To put together an entire shape and see an object of interest (a person, a card), you need shape-selective neurons that combine the outputs from early feature detectors. Following this logic, you need an even later level of computation that can determine that a neuron's favorite shape is being occluded. In this way, your visual system builds your depth perception like an automobile assembly line, one piece at a time, until you end up with a percept rich in depth.⁷

Also, Vernon is hacking into your brain's drive to understand the world in perspective. Linear perspective rests on the fact that parallel lines, such as those in a railroad track, appear to converge in the distance (the Leaning Tower illusion in chapter 3 is based on this phenomenon). Your visual system interprets convergence as depth because it assumes parallel lines will remain parallel.

In Vernon's card trick, size perspective comes into play. If two similar objects appear different in size, your visual system assumes the smaller one is more distant. Here, the signed card is slightly smaller on your retina, which means it must be farther away. It must be going into the middle of the deck, based on all the other clues you are seeing.

mentalists have been duplicating hidden drawings for years. A person draws something on a piece of paper and hides it, and the magician reveals what is on the drawing. Sometimes the magician turns his back and covers his eyes while the drawing is made. Randi wonders, "Why cover your eyes with your back turned?" He demonstrates. A small mirror concealed in the palm of his hand as it covers his eyes shows exactly what the person is drawing

Hillis once showed a magic trick to Richard Feynman, the Caltech physicist widely regarded as one of the most brilliant people who ever lived. "I'd do the trick and challenge him to figure it out. He'd go off for a day or two, think it through, and come back with the correct answer," says Hillis. "Then I would repeat the trick using an entirely different method. And it drove him crazy. He never got the meta principle that I changed methods. This may be because of how scientists are trained to use the scientific method. You keep doing experiments until you find the answer. Nature is reliable. The idea that someone would switch methods just flummoxed him."

Spoon bending can be done many ways. Here is how Tony taught us.9

He starts with three spoons and has someone pick one and examine it. He asks that person to put the spoon to his forehead—Tony demonstrates by putting a spoon to his own forehead—and tells the spectator to report when it starts feeling warm.

As Tony brings his spoon down from his little demonstration—while everyone's attention is focused on the poor sucker holding a spoon to his forehead—Tony simultaneously bends both of his spoons ninety degrees at the neck.

This is the essence of spoon bending. The spoons are bent before the illusion is created. Magicians call it ratcheting. He bends the first one in his right hand with his thumb while holding the stem of the spoon in his fist. He simultaneously bends the second spoon at the neck by pushing the bowl against the inside of his inner right wrist. The maneuver is very clean and natural. It's meant to look as

though he is merely bringing the spoons together into his right hand. In any case, everybody's attention is on the guy holding the spoon to his head. Meanwhile, Tony quickly transfers the now bent left-hand spoon into

his right hand. He holds the two spoons between his right thumb and forefinger so that the bends of the two spoons touch each other knee to knee. It appears that he is holding two unbent spoons that are crossed at their necks.

Tony then shakes the spoons and "lets them wilt." It looks as if the spoons become soft and floppy and the necks slowly bend. Actually, he is allowing the bent spoons to turn slowly between his fingers so that the bends are in the same direction, and the bowls eventually hang down. While the spoons are bending, Tony takes a brief break and retrieves the third spoon from the spectator with his free hand. He redirects everyone's attention back to the bending spoons by saying that he is concentrating on them. His mind is bending them. Meanwhile, he surreptitiously bends the third spoon against his leg and then holds it so that only the stem is visible.

When the two "wilting" spoons are completely bent, Tony hands them back to the assisting spectator and says, "Now let's try that again." He holds the third spoon in both hands so that the stem is pointed vertically from behind his two interleaved hands. Neither the bowl of the spoon nor the now extant ninety-degree bend in its neck is visible. The audience assumes the spoon is still straight, since the spectator just inspected it.

The principle of good continuation helps you see the spoons are crossing when they are held by the magician, despite the fact that they are actually bent.

MHR if you hold two spoons bent at 90 degrees to their own handles, so that your finger-tips cover the bend, people will 'see' two straight spoons that form an 'X' i.e cross each other just below the bowl of the spoon...as they expect that ... didn't notice you bending each spoon in your palm...so now you are ALREADY holding two spoons bent at 90 degrees to their handles...

Tony begins to concentrate on the third spoon, and slowly, excruciatingly, without his applying any perceptible pressure, the stem of the spoon folds until its

neck is bent toward him at a ninety-degree angle. Tony hands the bent spoon to the spectator, the audience applauds, and the routine is over.

A few critical psychological concepts help fool you into thinking the spoons must be straight when in fact they are already bent. The first is what visual scientists call amodal completion—the process by which an object that is occluded by a second object appears whole to you, even though it's occluded. such as a parked 'whole' car, even though you can only see the boot..you assume the rest of the car is there, so in your head you 'perceive' an entire car...but it could just be the boot of a car, like at some themed restaurants...

Tony took advantage of amodal completion when he pinched the two bent spoons between his thumb and forefingers. Because the stem from spoon number one lined up with the bowl of spoon number two, and vice versa, each spoon looked straight; amodal completion inappropriately completed both objects behind Tony's fingers. Tony explains that this process obeys the law of "good continuation," first codified by the German Gestalt psychologists of the turn of the century

Good continuation is the process by which your brain makes things seem whole based on sparse information. Amodal completion is one example of good continuation, but there are many others. We already mentioned filling in. The world is too large and too complex for you to see every item in it. When you look at a pebble-strewn beach or intricately woven Persian carpet, your brain is not resolving every pebble or every stitch of fabric. You don't have enough cells in your retina for that. You see a small portion of beach or carpet and fill in the rest. Good continuation is so integral to a plethora of brain mechanisms that Tony thinks it is the most exploited principle in all of magic.

To see how clever your brain is at filling in, try the Ganzfeld procedure. (Ganzfeld is German for "the entire field.") First, cut a Ping-Pong ball in half. Then tune your radio to static. Lie down, tape a half ball over each eye, and wait. Within minutes you will experience a flood of bizarre sensations. Polar bears cavort with elephants. Your long-deceased uncle comes into view. Whatever. Your brain cannot deal with zero sensory input, so it makes up its own reality. The point here is that your brain is constantly making up its own reality whether it receives actual reality-driven input from your senses or not. In the absence of sensory input, your brain's own world making machinations keep on truckin' nevertheless. That's why solitary confinement is considered a punishment in our prison system. You might think that solitary confinement would be a relief from the dangers and unpleasantnesses of prison life. But it is just about the worst

thing that you can do to prisoners, because they lose touch with reality. Many consider the practice a form of torture, and volumes have been written on the negative psychological effects of solitary confinement. Prisoners eventually report having hallucinations and other types of psychotic reactions. That is, they begin to believe the illusions.

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specializes in edges and another that specializes in the ends of lines. To detect the edge of a line, you rely on neurons in your primary visual cortex. To localize the ends of a line, however, you call on endstopped cells that are tuned to respond to the ends of long contours.

Some orientation and endstopped neurons respond especially well to moving stimuli, such as the stem of a shaking spoon. But the timing of their responses is

different. Your brain perceives the orientation of lines faster than the ends of lines. Thus the stem of a shaking spoon appears to move before the ends move—giving rise to the illusion that the spoon is bending.

The Secret of the Bending Spoon

Two normal depth perception cues: You may be surprised to learn that the depth perception your brain creates by comparing the images in your two eyes (called stereopsis) is an illusion, wholly a construct of your mind. Your left eye and right eye convey slightly different views of the world to your brain. If you close your left and right eyes in rapid succession and look at an object, you will see that the object shifts left to right. With both eyes open, your brain triangulates these two images into a single stereo image, which gives you a sense of depth. This is the principle behind stereo-depth illusions such as in the Magic Eye books. How stereopsis is actually accomplished in the brain remains one of the deepest mysteries of visual neuroscience. We know a bit, but relatively little compared to what we know about how other processes, such as motion perception, are accomplished. We know that the information from each eye remains segregated at the level of your optic nerves. We also know that visual information from your two eyes converges onto the same neurons in your primary visual cortex. This means that certain neurons in this brain region can respond to stimuli from either eye or both eyes. They are binocular. But where in the brain does vision, based on both eyes, come together? Where is the depth of each object in the scene computed? Where do the images fuse into one seamless experience? We know these things must happen. Otherwise we would have double vision instead of depth perception. In our own labs, we have found that the processes used to derive stereoscopic perception must arise several levels above the primary visual cortex in the visual hierarchy. Finding the exact location is an area of active research. Stereopsis contributes to Vernon's trick, too, because your two eyes see your card pushed into the deck from different angles. Your brain triangulates these two different retinal images to compute the depth of the card within the deck. It's an illusion, but stereopsis confirms that the card is mid-deck

CHAPTER SEVEN: THE INDIAN ROPE TRICK : MEMORY ILLUSIONS

st and a photographer, were traveling in India when they saw a street fakir pull a ball of gray twine from under his knee, hold the loose end in his teeth, and toss

the ball toward the sky. The twine unrolled until the other end was out of sight. A small boy, “about six years old,” then climbed the twine. When the lad was thirty or forty feet in the air, he vanished. Kapoof. This happened outside in daylight; no hidden wires or supporting gizmos could be concealed from view. The artist sketched the event. The photographer took snapshots. But when the photos were developed, they revealed no twine, no boy. There was only the fakir seated on the ground. The anonymous author proffered an explanation: the fakir had mass hypnotized the entire crowd, but he could not hypnotize the camera. It was a hoax. The trick is impossible. It does not exist nor has it ever existed. Historians of magic say it is fitting that the author of the article was John Elbert Wilke, a gifted liar who later became the first director of the United States Secret Service, famous for his skulduggery and Machiavellian scheming. He wrote the story simply to increase the newspaper’s circulation. MHR or to test myth making and public opinion manipulation? How to cultivate a myth like 911, the holocaust etc?

misinformation effect—that is, the tendency for misleading information presented after the event to reduce one’s memory accuracy for the original event. In Johnny’s case, a confidently delivered, coherent-sounding story is much easier to remember than a quick series of subtle movements and visual impressions. In this way, Johnny effectively removed the possibility that the audience, or even Dan himself, could reconstruct the trick and work it out after the fact

what you are NOT aware of, and the misrepresentation by the author of what actually happened, prevents us 'seeing' the trick e.g magician acts like has written down 'result' in just one card in one wallet...maybe has 10 wallets in his coat...has NOT shuffled deck, has 'stacked' the deck and memorised the card order...but claims after shuffled...etc...A stacked deck is one in which the magician has carefully placed every card in a predetermined order and then memorized the order. When the deck is cut, the position of only two cards has changed; the rest of the order is preserved.

In 2007, then presidential candidate Hillary Clinton made headlines when she recounted an episode of flying into a United States military base in Bosnia in 1996. “I remember landing under sniper fire,” she said. “There was supposed to be some kind of greeting ceremony at the airport, but instead we just ran with our heads down to get into the vehicles to get to our base.” Then CBS news aired a video clip from the trip. There was no sniper fire. There was no greeting ceremony. The first lady and daughter Chelsea were seen strolling along, shaking

hands, chatting and smiling. Many people had a good laugh at her expense...but author claims it was a case of false memory constructed out of mixed up real memories...??? yeh, and moonlanding real etc

one woman, under hypnosis, became convinced that she had memories of being in a satanic cult, of eating babies, of being raped, of having sex with animals, and of being forced to watch the murder of her eight-year-old friend. After later talking with other therapists and realizing that her doctor had manipulated her memory, she sued the psychiatrist for malpractice and won a large monetary settlement. MHR or were 'false memories' invented to cover an increasing number of such reports i.e break down of CIA etc conditioning programs...???

misinformation effect. In one example, participants viewed a simulated automobile accident at an intersection with a stop sign. After the viewing, half the people were given the suggestion that the traffic sign was a yield sign. When asked later what kind of traffic sign they remembered seeing at the intersection, those who had been given the suggestion tended to claim that they had seen a yield sign. Those who had not received the phony information were much more accurate in their recollection of the traffic sign

Misinformation can change your recollections in predictable and sometimes very powerful ways. You construct a false memory by combining an actual memory with the content of suggestions received from others. During this process, you forget the source of the information. This is a classic example of source confusion...yeh, but only about satanic cults with famous people right? NEVER about 'holocaust survivor' 'eyewitnesses' etc !!! or 911 'the first plane (suggested by 'the second plane/missile!) !!!

MHR I knew the CIA sponsored this book...Karim Nader demonstrated that each time a memory is used, it has to be re-stored as a new memory in order to be accessed later. The old memory is either gone or inaccessible. Thus your memory about something is only as good as your last memory about it. This is why people who witness crimes testify about what they read in the paper rather than what they witnessed.

millions of other people recal seeing, on September 11, 2001, television footage of the first plane crashing into the north tower of the World Trade Center. But the footage of the first collision aired for the first time the day after the attacks. A

2003 study found that a staggering 73 percent of college students tested similarly misremembered the event.

MHR good info...so NO_ONE saw any 'first plane'....it took them one day to add it to the previous days footage...now certainly IF there HAD of been a 'first plane', they certainly would have had this footage on the day... N>B how even this book just misses the entire point...'first plane' doesn't exist...never was...only 'planted' suggestion implicit in 'second plane / missile' ... TELEVISION footage...it took a whole day to air it????

now here they literally explain what I am saying about 'suggesting' a memory ... LITERALLY as a magic trick...if you don't believe ME..."One of the lovely things about being a magician," he says, "is that you realize words have strong consequences. And this trick is the perfect example of how a magician can use language to create an effect that was not really there in the first place." Tony asks the audience to think about semantics, ambiguity, and how a sentence can have two different meanings based on context. Consider these two sentences: I asked him to think of a card. I showed him a card and asked him to keep thinking of it. They describe the same outcome, except the first sentence implies more freedom, says Tony.

When Tony brought Hector to the front of the group, he used the first sentence to describe what happened. He implanted that lie in everyone's memory. For Hector, who was there for the original event, the misinformation induced a source confusion. He would later remember that he himself chose the card freely. But, in fact, Tony had a different, earlier interaction with Hector. He had fanned a deck of cards and told Hector to stop when he felt the urge to choose one. Once Hector chose a card, Tony told him to keep thinking of it during the lecture. But, as you may suspect, Hector did not freely choose the card. Tony forced the jack of spades. We'll get to forcing techniques in the next chapter. For now, keep in mind that Hector was set up.

Next up, Esther. Consider two sentences: I handed her a deck of cards and asked her to remove one and put it in her right pocket, and to put the rest of the deck in her left pocket. Or, I asked her to pick a card and put it in her pocket. Again, the first sentence implies a lot more freedom—she has control of the cards—but, says Tony, that is not what happened. He fanned the cards and asked her to select one but, again, her choice was not free. Once again, he forced the jack of spades on her. She was set up, too.

"This is a lame trick," confesses Tony, "but by just using language, it is amplified into a miracle. Hector and Esther each have a false memory simply because of the words I used. By assimilating their memories to match my words,

they helped lead the audience straight into a memory illusion and the experience of magic.” MHR but of course people are highly selective in applying their 'knowledge'...quick to laugh at others, and totally miss point self, in daily life...and no-one asks WHY it took an entire day to get that 'footage' on air? and to be honest, I am YET To see THAT footage referred to...I bet it doesn't exist...that THIS IS CIA doing exactly what they are talking about right at this point in the book !!!In 1975 an Australian eyewitness expert, Donald Thompson, appeared on a live TV discussion about the unreliability of eyewitness memory. He was later arrested, placed in a lineup, and identified by a victim as the man who had raped her. The police charged Thompson even though the rape had occurred during the time he was on TV. They dismissed his alibi that he was in plain view of a large audience and in the company of other guests on the show, including an assistant commissioner of police. The policeman taking his statement sneered, “Yes, I suppose you’ve got Jesus Christ, and the Queen of England, too.” Eventually, the investigators discovered that the rapist had attacked the woman as she was watching TV—the very program on which Thompson had appeared. The woman had confused the rapist’s face with the face she had seen on TV. Thompson was cleared MHR AND IF YOU STILL NEED EVEN MORE IRONIC PROOF OF WHAT I HAVE BEEN ARGUING FOR YEARS...the earliest childhood memory of Jean Piaget, the famous child psychologist, was of nearly being kidnapped when he was two years old. He remembered details—being strapped into his pram, watching his nurse defend herself against the kidnapper, scratches on the nurse’s face, and a police officer with a short cloak and white baton chasing the kidnapper away. But it never happened. Thirteen years after the alleged kidnapping attempt, Piaget’s former nurse confessed that she had made the whole thing up. Piaget eventually realized that his strong visual memories of the episode were fabricated, based on having heard the story told many times by his family...MHR SO PEOPLE ACTUALLY 'REMEMBER' A 'FIRST PLANE' WHEN THEIR WASN'T ONE...CONFUSING THAT MISSILE WITH A PLANE IS MORE FORGIVABLE, BUT STILL, THE EYEWITNESSES CLEARLY DESCRIBE IT AS NO A PASSENGER PLANE ETC, AND WE HAVE THE FOOTAGE, AND ENGINE...SO REALLY ZERO EXCUSES FOLKS...

Magicians plant false memories in many tricks. One notable example is the twisting arm illusion. The magician places his palm on a flat surface and begins twisting it in an impossible 360-degree arc. Then he gives it a second spin. The trick is based on the fact that the magician has twisted his entire arm under his long coat sleeve, which no one can see.³⁰ After the first revolution, the magician asks the spectator to do the same. During this effort, he resets his arm for one more revolution. The audience never remembers the magician removing his arm from the table because they are so wrapped up in the illusion. They remember

that his palm spun around twice without lifting from the table, a case of misdirection plus false memory.

Memory illusions stem from your need to make sense of the world. If you see a bunch of oranges on the floor and then a picture of a probable cause such as someone reaching for an orange on the bottom of a big pyramid of oranges, you are likely to remember seeing the person grabbing the bottom orange even when you did not. You imagine the event and fill in the details as needed. You can remember events differently from the way they occurred or even remember events that never took place at all.

an easy trick that served to boost human memory capacity immensely. “All I did was to associate each number-object pair with an imagined caricature of each object. But the real trick is that I have a list of standard objects that I use to represent each number. It’s based on similar-sounding objects, or number homonyms. For example, the number one sounds like ‘wand,’ so when I make the association between the object and the number, I’m really associating a wand with the chosen object. In this case I burned the image of a tennis ball holding a wand into my memory. Then when the time comes to recite the list, I take each number in turn (backward or forward), recall the associated number-homonym that I always use for that number, and then use that to jog my memory as to the associated object from Susana’s list. To delete an item from the list, I imagine each object-number pair being destroyed graphically as Susana crosses it from her list. In the case of the wand-wielding tennis ball, I imagined the pair on fire and then the tennis ball exploding from the internal pressure. I did this for each of the deletions, and then when I went through the entire list in my normal fashion, it was easy to see which numbers had been deleted because I had destroyed them in various ways in my imagination.”

Apollo used what is called a peg system, a form of linking any number of items to a particular digit. Numbers or digits are represented by a word—wand for one, hive for five, hen for ten, and so forth. Then you associate your number word to a vivid visual image. The linking elements are more easily remembered if they interact, are unusual, and tap into your emotions, making you laugh, feel disgust, or perhaps sense danger. Your imagination is what drives the power of the associations. You can also link items without using numbers by associating each word to the next one on your list. For Susana’s list, you could think of a giant polka dot tennis ball ricocheting off a roulette wheel and the roulette wheel serving as the steering wheel on the bus, and so on.

These memory systems work because your brain's short-term memory, without some form of assistance, is capable of remembering only seven units (plus or minus two) of anything at a time. After seven items, you begin to forget so as to make room for new items. Or you "chunk" items, as when you remember the seven digits of a phone number (prefix plus four) and an area code. A line of poetry that contains more than around seven beats needs to be broken into two lines.

Another mnemonic strategy called the method of loci (the plural of locus, which means location, or place), also known as the memory palace, has been around for centuries. It's based on the assumption that you can best remember places that you are familiar with, so if you can link something you need to remember with a place that you know very well, the location will serve as a clue that will help you to remember.

According to Cicero, the Roman philosopher, the method was developed around 500 BC by Simonides of Ceos, a Greek poet who was the only survivor of a banquet hall collapse in Thessaly (he had stepped outside). He was able to identify the dead, who were crushed beyond recognition, by remembering their faces based on that day's seating arrangement. Simonides soon realized that he could remember any number of items by setting up walking routes in his mind's eye and visualizing items at various spots along the way. When it came time to remember, he simply retraced the familiar route and easily recalled each item. Unlike linking, loci involves placing a strong visual representation of each item in a geographical space. The nice thing about the method is that, if you forget an item, you can keep "walking in your mind's eye" through the space and pick up the next thing to be remembered.

The method was taken to China in 1583 by an Italian Jesuit priest, Matteo Ricci, who hoped to spread Catholicism but first had to demonstrate the "superiority" of Western culture. Ricci did so by teaching the method of loci to young Confucian scholars who had to learn countless laws and rituals by heart.³²

You can try this yourself. Make a list of items you want to memorize, perhaps a shopping list—ice cream, bread, cat food, mayo, chicken breasts, and so on. Now imagine walking through your house or apartment. Start at the front door and make your way through several rooms. (If you live in a one-room apartment, divide the space into distinct areas.) In your imagination, place each item on your shopping list at a single location along your route. Your front door is smeared with Cherry Garcia ice cream. Your living room couch is now a loaf of French bread. The door to your kitchen is shaped like a cat. Your dining room table has dissolved into a mass of mayo. Your bathroom floor is tiled with chicken breasts.

When you want to remember your shopping list, all you have to do is visualize your front door. You will instantly see the ice cream. As you enter the living

room, the French bread will come to mind, and so on. Memory experts say you should make the images as weird and outrageous as possible.

You can also place more than one item in any location. If you have a list of forty grocery items to remember, you could place four items at each of ten locations. Each of these four items should interact at its location. As you open your front door, a gob of Cherry Garcia melts in a loaf of French bread with mayo icing and Meow Mix topping.

The three-time winner of the World Memory Championship, Andi Bell, can memorize ten randomly shuffled decks of cards in the time it takes him to scroll through them. That's five hundred and twenty cards. Then he can answer any question: What is the thirteenth card in the fourth deck? What is the twenty-second card in the eighth deck? and so on. He never misses a card. Bell's memory palace is a walk around London with specific landmarks. The route and the landmarks—streets, buildings, doorways, traffic lights, mailboxes, and the like—never change. They are fixed in his imagination. Each card has an icon. The jack of clubs is a bear. The nine of diamonds is a saw. The three of clubs is a pineapple, and so on for all fifty-two cards. To memorize a random deck of cards, Bell places an icon at each landmark along the route in his mind's eye. Then he can easily reconstruct the order of the cards by visualizing each icon as he walks through his memory palace.

In an article for Slate magazine, the journalist Joshua Foer describes how he entered the USA Memory Championship just to see how he could do. He says competitors insist they are not naturally gifted. They just use mnemonic techniques to help them recall three-hundred-digit binary numbers and to match hundreds of faces with names in twenty minutes

A stacked deck, as the name implies, is simply a deck with the cards set up in a predetermined order. It is never shuffled honestly, so that the magician, knowing the position of one card, can always calculate the position of every other card. To memorize a stacked deck, a magician starts with randomly shuffled cards. If you examined them, you would not see anything suspicious. Then the magician creates a personal memory palace to remember the exact order in this particular deck. From then on, he does not shuffle them. He only pretends to mix the cards using a variety of so-called false shuffles. By peeking at the bottom card of the deck as he carries out tricks, the magician can always know the exact order of all the cards by invoking his memory palace.

Stacked decks can also be cyclical and, once you see how they are put together, diabolical. One of the most famous is the Si Stebbins stacking system, originally published around 1898 by William Coffrin, alias Si Stebbins, in a booklet titled

Si Stebbins' Card Tricks and the Way He Performs Them. To create a Si Stebbins stack, you first organize each playing suit in order. Take all the spades and place them ace, two, three, and so on up to king. Do the same with the diamonds, hearts, and clubs. Then lay these four mini-stacks side by side in the following order: clubs, hearts spades, diamonds. The mnemonic for this is CHaSeD. Now for the stacking. In the stack of clubs, put the ace on top. In the stack of hearts, put the ace, two, three, and four on top. For spades, put the ace through the seven on top. For diamonds, put the ace through the ten on top. Then make a full stack by piling the little stacks of clubs, hearts, spades, and diamonds. You now have a stacked deck. You can cut the cards any number of times, and by looking at the bottom card you can always know the card on top. How? By counting. The stacking results in the fact that every card is three values higher than the preceding card.

Some corporate magicians use amazing memory feats to appear to read minds. For example, when they receive a list of people attending a seminar at a given company, they can Google the names to find a subset with photos posted online. Then they memorize the face and name of each one along with any personal information they can gather. (Before Google, such magicians could look up people in newspaper archives at the library, or even send accomplices to discover information at the company office.) The amount of data collected can be quite large. During the corporate seminar, the illusionist can then claim mentalist powers and "read the minds" of various people by providing their names, work and home addresses, office and home phone numbers, children's names, pets' names, genealogical information, etc. The goal is to provide so much detailed information that it seems impossible that the magician could know it all in advance, and that the only solution must be that he's reading the mind of the client in real time. In the world of magic, such subterfuge is called a hot reading. But the real feat is that the magician did indeed remember all that information, and was able to conjure it as if by magic during the seminar

at the Magic Olympics in Beijing. Juan Tamariz, the famous Spanish magician, called a volunteer from the audience and, after much joking, prompted him to "pick a card, any card." The deck looked normal, but it really contained only six cards—the three of hearts, the nine of clubs, the seven of clubs, the jack of diamonds, the two of spades, and the ace of hearts—repeated in order over and over. Tamariz fanned the cards in front of the volunteer and noted the exact position of the card that was selected. By counting down the line of cards, Tamariz was able to identify and then surreptitiously lift an identical card from the stacked deck. While the magician did not know the identity of the chosen

card, he now had an exact copy of it in his possession and was able to produce it, as if by magic, at the end of the trick.

Tamariz began his trick with an incredibly corny routine. He announced he would teach us some comedy. Pacing the stage and wringing his hands, he asked everyone in the audience to touch their two index fingers together, making a horizontal line in front of their eyes, and then stare into the distance. "You see?" he said. "You've created a magic sausage floating in front of your eyes. And if you're really hungry, you can use six fingers to make three sausages."

The magicians in the enormous lecture hall were stumped. What was Tamariz talking about? Sausages? Fingers? Just then, Tamariz jumped into the audience and corrected the finger position of a guy in the front row. "You're doing it all wrong!" he screamed. Then he praised the man in the next seat over. "That's perfect! It's so good you can slice them up and share." With that, Tamariz did a karate chop in the air, through the perfect finger sausages, and produced a string of three large kielbasa.

Um, what was that all about? The magicians squirmed with concern. Poor old Tamariz, he must be losing his touch. Of course, the sexagenarian began prancing again and pulled off several gorgeous tricks flawlessly. Everyone forgot the sausage nonsense.

About forty-five minutes later, Tamariz invited a woman onto the stage and had her count out ten cards. He had her place a rubber band around them, carry them to a table across the stage, and return to his side. Next he invited a man to step up onto the stage next to the banded cards. The two volunteers were a good fifteen feet apart, and Tamariz never left the woman's side. Tamariz asked her to count out another ten cards onto a table and then hold them in her two hands. With much fanfare he proclaimed he would make some of the cards teleport across the stage. Once he was done, there should be thirteen cards in a stack on the other side of the stage. Tamariz magically waved his hands toward the woman and asked her to give him the cards so he could count them for all to see. Only nine cards remained. One was missing. He handed her the cards again and repeated the magical wave. Now he recounted, and two cards were missing. A third time...three cards were missing. "Let's see how I'm doing," he said, and asked the man to count out the cards next to him. The man did and said, softly, "Um, there are ten cards here."

Tamariz pretended to be crushed. "Ten? You only have ten? Are you sure? Could you count them again?" Yes, only ten and not thirteen. Tamariz was deep in thought. "Ummm, could you check your left pocket?" Nothing was there. "Your, umm, right pocket?" Nada. People started shifting in their seats.

Everybody wanted to disappear. “Could you check your inside left breast jacket pocket?” Tamariz said. Still nothing.

Dejectedly, Tamariz said, “And your inner right jacket pocket?” The man’s left hand entered his right inner jacket pocket and he looked up suddenly in surprise. He stopped cold. Hackles rose on one thousand necks. Slowly, the man removed his hand from the pocket. In it were three cards.

“Three cards!” screamed Tamariz. “Three cards! It’s a miracle!” Only you know it isn’t. He planted the cards on this guy during the sausage trick, now a long-forgotten ruse. (The onstage volunteer was the same guy that Tamariz corrected right before pulling sausages out of the face of the man on the next seat.) And no one—neither the volunteer nor the world’s best and brightest magicians—remembered that he had had that opportunity an hour earlier. Memory can play tricks on us all.

Successful magicians hijack your brain’s attentional mechanisms without your knowing it—you believe you’ve been paying attention the whole time. No matter what trick they are doing, the real trick is in your head, so secrecy is not as important as many believe.

As we have noted before, magicians are masters of live performance who have spent thousands of hours practicing their art.

The discovery of inattentional blindness and change blindness in recent decades (detailed earlier in chapter 5) has greatly advanced the cognitive sciences. Magicians evidently knew implicitly about these phenomena for centuries, judging from the design of their tricks

mirror neurons. Recall that these are the brain cells that become active when you carry out an action and when you observe another person carry out that same action. When you wave good-bye, mirror neurons in your premotor cortex fire away. When you watch someone else wave good-bye, those same neurons fire, but you don’t move your body. In other words, mirror neurons link action and perception.

Your mirror neuron system gets more active the more expert you are at an observed skill. When pianists listen to someone else’s piano performance, the finger areas in their primary and premotor cortex increase above their baseline

activity. Their mirror neuron systems automatically run the performer's keystrokes in emulation. The same thing does not happen in the brains of nonmusicians. While they can certainly appreciate the music deeply, their experience is inevitably shallower than the pianist's in at least one way, because they are not experiencing what it is like to actually produce it.

The same goes for athletics: the better your own skills, the more deeply you understand the skilled performances you witness. For example, when classical ballet dancers and experts at an Afro-Brazilian art form that combines martial arts and dance called capoeira watched video clips of each kind of dance, the dancers' brains showed distinct patterns. Both disciplines require exact limb positions, choreographed movements, extreme muscle strength, and years of practice. You would think that their mirror neuron activity would be equivalent, yet when ballet dancers observed capoeira movements, their mirror neuron activity was weaker compared to when they watched other ballet dancers—and vice versa. The actions you mirror most vividly are the ones you know best, and you, and your brain's motor control pathway, empathize with the activity more deeply.

Illusions are not exceptions and they are not necessarily mistakes. They are integral to perception and represent fundamental aspects of your visual and cognitive processing. They are adaptive shortcuts that your brain makes to speed up such processing, or reduce the amount of processing necessary to provide you with the information you need to survive and to thrive, even if the information isn't technically accurate.

Try this for yourself: look at this page indoors, and then take it outside and look at it under direct sunlight. It's remarkable in that it's unremarkable. The page looks exactly the same—black letters on a white background. But how can that be? Depending on the nature of your indoor lighting, there is about one million to twenty million times more light⁵⁶ under direct sunlight than indoor light. Outside, there are millions of times more photons reflecting off the black letters than there were off the white paper inside, so why don't the black letters, when outside, look brighter than white?

Furthermore, the colors of the photons (the distributions of wavelengths) are probably different inside and outside, too. Your visual system can see color and brightness only as a function of the numbers of photons and their wavelengths that fall upon your retinas. Thus the page cannot possibly be "white" both inside and outside.

If the photons inside and outside are so different (and we assure you that they are), why does the page look the same in both environments? The answer is that your visual system massages the visual data with two processes called brightness

constancy and color constancy, so that the page looks the same to you under very different lighting conditions. But this is an illusion, which means the physical reality doesn't match your perception. In reality, the book has a different physical appearance⁵⁷ in each environment, even though you see it as the same

Visual illusions help you survive in a visually complex world when you exit from the cave. They help you recognize ripe versus unripe fruit in the tree or by firelight. Similarly, cognitive illusions help keep you alive. You make assumptions, confabulate memories, and attend to only one thing at a time, because it's an efficient way to navigate the world and to find the resources you need. It's more efficient than the alternative, which is to try to process everything you encounter. Accuracy is usually not needed and it's difficult to achieve. You'd need a much bigger head to hold a brain large enough to be always accurate, and humans already have enough of a problem with childbirth because of the size of our noggins.

Magicians have tapped in to the power of cognitive illusions more effectively than scientists have, though less systematically. The magician's goal is to misdirect you and create a sense of wonder (though some con artists use these same tricks to steal).

Mac King, who does such a fantastic fake coin toss. He's so quick you can't catch him doing it. Mac has shown us how he does it, and it looks almost identical to a real coin toss. He can toss the coin (or fake it) for many repetitions before we're able to tell a real toss from a fake toss.

The goal of our project will be to determine if known principles of visual processing might enhance the perception of a magic trick.

your visual system has a spotlight of attention. It's the region of your visual perception in which you enhance everything that occurs. But the principle holds true for hearing, touch, other sensory systems, and even cognitive functions—for everything your brain does. Your spotlight is directed to a region of your cortex and enhances the activity carried out in that region.

But attention exercises another effect in your brain, too. It not only increases the neural signals at the center of your spotlight, it also suppresses the activity in the

surrounding region. In the visual system this can create a so-called center-surround attention focus in your visual field. You see better at the center, while the surrounding items are suppressed.

In your touch system, attention creates a center-surround spotlight on your skin. Apollo Robbins's tap on your shoulder forces you to pay attention to that particular location, while suppressing the more subtle sensations produced by the removal of your wristwatch a few feet away. And in the cognitive areas of your brain, attention creates a center-surround region in whatever type of space is being computed by that region. You may fixate on a given idea and suppress all others that might compete.

Our research shows that the spotlight affects visual processing from the very first stages of the visual pathway, signifying that it is a very important factor in what you see and don't see. We believe it also determines what you hear, feel, and are aware of in a magic show, and indeed in the rest of your waking life.

Our studies further show that the harder you try to attend to something, the more you enhance it and the more you suppress surrounding information.

!!!! CIA SHIT OR WHAT? Christopher Chabris and Daniel Simons in their 2010 book, *The Invisible Gorilla*, argue that you should rely on deep rational thinking, not your intuitions, to guide your decisions. For example, some parents choose not to vaccinate their children because of their deeply held intuition that vaccinations lead to autism. Chabris and Simons argue that the apparent link is no more than an illusory correlation. Rational examination reveals that there is no causal relationship between vaccinations and autism. ??? FACTS PEOPLE...STATISTICAL FACTS...NOT INTUITION, WHO SPONSORS ALL THESE BOOKS? CIA ALL THE WAY...JEW WORLD ORDER...PRETENDING TO BE OFFERING BOOK ON 'CRITICAL REASONING' ETC WHILE PEDDLING PROPAGANDA / 'RIGHT THOUGHT' ETC...

In terms of its underlying brain mechanism, an intuition may result from weak neural activity in a given brain circuit. The activity is not strong enough to be accessible to your logical mind and drive your rational decision-making processes.

Brain signals can be weak for a number of reasons. The information coming from your sensory or memory systems is sketchy, as in black art, where the

contrast between an object and the background is so low that the object is for all intents and purposes invisible.

Or brain signals may be weak because your attentional mechanisms suppress otherwise strong signals. For example, when Apollo Robbins pulls a quarter out of your breast pocket and moves it elegantly along an arc across your face, you follow it the way a tennis spectator follows the ball. You miss that Apollo simultaneously removes your reading glasses from the same pocket, directly under your nose, even though the image of his stealing hand is falling directly on your retinas.

In this sense, rationality and intuition are two ends of a continuum, with weak (intuitive) signals at one end and strong signals, which can be used to reason with, at the other end. Attention can serve to change the strength of any signal up or down anywhere along this continuum. Thus no decision is purely rational, because even though you see clearly in the center of the spotlight, there is darkness just outside the spotlight. Not only are you influenced by your biases, expectations, and assumptions, but you also actively suppress and ignore critical information. Conversely, the vaguest intuitions and gut feelings usually become accessible to your “rational” mind when you cast your attentional spotlight on them, making them more salient and easier to examine

A crucial take-home lesson from this journey through neuromagic is that when you are confronted with the uncertainty of a complex decision with lots of variables, you cannot always anticipate what will turn out to be most important factor, because of the suppressive and enhancing effects of your own attention. To overcome this, you must cast your attentional spotlight over each detail of the decision in turn, even if some initially appear insignificant or ephemeral. Reasoning things through is critical, but so is addressing your intuitions, so that your attentional spotlight can focus on each morsel and bring it forward for analysis. Only then will you be able to see the whole picture

all of magic, every little sleight, is really happening in our minds.

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EPILOGUE:

Magicians know that multitasking is myth and so they use a “divide and conquer” approach with attention. They split your attention so you cannot concentrate fully on any part of the stage at a given time.

Magicians know that memory is fallible and that the more time that has elapsed between the acquisition and the recovery of that memory, the less accurate it is

magicians make mistakes all the time, they set them aside and keep moving forward, and the audience hardly ever notices. You should do the same

Magicians use humor and empathy to lower your guard. If you sympathize with a magician, you will enjoy yourself more and be less vigilant about catching the secrets behind his magic. When negotiating interpersonal, professional, or business relationships, do as a magician and disarm with charm

Each spectator is a “telepath.” If you have something to hide from your business partner or spouse or a law enforcement agent, you will do best not to think about it while in their presence, lest your voice, gaze, or posture give you away

Magicians know that attention enhances one small part of the world, while suppressing everything else. MHR you have limited attention / processing power, so if someone gets you to focus on something IN PARTICULAR it will prevent you from 'attending to' what they are trying to misdirect your attention AWAY from...what they are trying to 'hide', or have you NOT notice / perceive...e.g when selling, get client focussed on something you've 'observed' is important to them, so they can't process all the other 'negative' details e.g sports car sex appeal / fun becomes focus, can't process all the negatives e.g impractical, expensive, insurance etc...this is why forcing yourself to write a list of pros and cons lets you sequentially focus your full attention on each item as you go down the list, and consider them each individually and fully. your attentional processes will enhance each particular issue, while suppressing all other information.

MHR our 'drives' and 'emotions' and 'fears' and 'hopes' do this TO us...so we become 'tunnel visioned' e.g do crazy things to get that sex, job, victory, etc...at time totally oblivious to all the 'rational' facts...e.g when really mad / angry / frightened...heroic acts easy as you are unaware of any competing 'facts' or 'impressions' e.g 'save your friend' overrides 'fuck, there are people shooting at me etc...for some reverse...focus on fear cripples all other motives / data...'shit, there are people shooting at me, stay down'... focus on the consequences or risks vs the benefits / desired action...

MHR note my 'spiders' when waking, saw over and over, often ran to turn light on, and looked for...then realised if I moved my eyes, the 'spiders' moved their position, then realised after time that I was seeing some sort of retina residue, or half asleep images, and was constructing what I expected /feared out of them...i.e 'gestalt'...though often HAVE woken up with spiders hanging from ceiling ??? or have I ??? e.g german hostel? ???

Fluorescent pigments seem brighter than standard pigments because they reflect more visible light than they would if they were not fluorescent...Two brothers, Joe and Bob Switzer, invented fluorescent paint and Day-Glo paint in the 1930s. They sneaked into their father's pharmacy and shone light on different chemicals; some glowed brightly. So they mixed chemicals to develop various kinds of paint that fluoresce under ordinary ultraviolet light.

All celestial bodies, including galaxies, project dots of light smaller than any photoreceptor in your eye. but some celestial bodies are so bright that the extra light they produce reflects off the back of your retina. This reflection in turn excites many more photoreceptors in a larger circular area. The result is that bright stars seem larger

Tamariz uses inattentional blindness: Details can be found in his instructional masterpiece, The Five Points of Magic.

Inattentional blindness while walking and talking on a cell phone,” MHR WHY MULTI-TASKING WHILE DRIVING ETC SO DANGEROUS... YOU JUST DO NOT SEE DANGERS / RISKS / PEDESTRIANS / CYCLISTS / MOTORBIKES / ENTERING TRAFFIC ETC ... The same problem does not happen when you talk to a passenger in your car because both of you will quiet down or stop talking when traffic gets heavy, it starts raining, or you need to make a quick lane change. Your passenger sees what you see whereas the person on the cell phone does not

The British mentalist and magician Derren Brown loves change blindness

perception of certain sounds relies, in part, on being able to feel these sounds. Actually you do mishear people all the time. You figure out the meaning from the context. You may hear “bog” instead of “dog” but the sentence “the boy petted the bog” makes no sense—so you think dog. Moreover, even though you can hear sounds in the absence of airflow, puffs of air might make it easier to distinguish between two words such as “tall” and “doll” when there is a lot of ambient noise

Your ears can also fool your eyes: L. Shams, Y. Kamitani, and S. Shimojo (2002), “Visual illusion induced by sound,” ... and Sound-biased touch,”

synesthesia...The Man Who Tasted Shapes...Wednesday Is Indigo Blue: Discovering the Brain of Synesthesia...Neuroscientists have identified at least fifty-four varieties of synesthesia...

The famous Sally-Ann test: H. Wimmer and J. Perner (1983), “Beliefs about beliefs: Representation and constraining function of wrong beliefs in young children’s understanding of deception,” *Cognition* 13: 103–28.

John-Dylan Haynes: C. S. Soon, M. Brass, H. J. Heinze, and J. D. Haynes (2008), “Unconscious determinants of free decisions in the human brain,” *Nature Neuroscience* 11(5): 543–45.

researchers speculated that oxytocin might intensify social emotions in general, leading to generosity and trust in positive situations and to envy and gloating in competitive scenarios.

To people who don't know about electromagnetism, can do trick.. 'I can make you as powerless as a baby' to strong man...who can first lift the 'box', then can't, when you turn on the current :D

Magicians are beginning to use in their stage acts perceptual effects originally designed for scientific experiments. Derren Brown and Penn & Teller execute change blindness routines that are firmly rooted in the cognitive sciences. Teller says of the change blindness routine in the Penn & Teller act, "The idea came straight from science. We thought it would be fun to show how bad they are at noticing stuff" (J. Lehrer, "Magic and the brain: Teller reveals the neuroscience of illusion," Wired.com, April 20, 2009)

Reading books like this one can help you understand why magic is cool intellectually. But learning to do tricks well enough to actually fool someone will take you to another level altogether.

the gambler's fallacy from the point of view of a croupier... Contrary to the gambler's fallacy, a roulette number that has occurred more often in the past may be more (rather than less) likely to recur in the future. The reason is that no roulette wheel is perfectly manufactured. Real-life wheels are sometimes slightly biased, and they will have very small tendencies to land more on certain numbers. In the early 1990s, the Pelayos, a family of Spanish gamblers, secretly recorded roulette results for extended periods of time in Spanish, Dutch, and even Las Vegas casinos, and they successfully predicted that some numbers were slightly more likely than others to come up. They quickly amassed a small fortune, and just as quickly were banned from further casino play.

why authors use 'consciousness' and 'awareness' as if mean the same thing, when their whole book shows the exact OPPOSITE? you can be 'aware' of something sub-consciously, or non-consciously i.e NOT attending to it consciously, though it is registered, and at any time you COULD turn the narrow beam of your consciousness onto it...like a search light ???

While it is tempting to conclude that we humans have special cognitive skills that other species lack entirely, every time scientists decide that some attribute or capacity distinguishes us from the rest of the animal kingdom, other researchers quickly disprove them. Knacks such as language, tool use, fashion and culture, even dancing are not exclusive to humans but were all considered at one point as defining of and restricted to the human realm. MHR this I love them for noting :D

An early and perhaps apocryphal example of *trompe l'oeil*, reported by Pliny the Elder, is the legendary competition between two renowned painters in ancient Greece, Zeuxis and Parrhasios. Each artist brought a covered painting to the contest. When Zeuxis unveiled his work, his painted grapes were so realistic that birds flew from the sky to peck at them. Convinced of his victory, Zeuxis tried to uncover Parrhasios's painting to confirm the superiority of his work. He was defeated, however, because the curtain he tried to pull back was Parrhasios's painting itself.

Joint attention permeates every social interaction, in sophisticated and often subtle ways. Neuroscientist Sonya Babar and her colleagues found that when we look at somebody's face, we shift our gaze between the two eyes of our partner, seeking the best eye contact. The eye we settle on at any given time tends to be the mirror image of the eye chosen by our interlocutor. For instance, if we sense that our partner's eyes are focused on our right eye, we reflexively respond by shifting our gaze to her left eye. This joint shifting of gaze is perceived as proper eye contact. However, if a partner looks at our right eye as we look at her right eye, both of us will usually sense a break in eye contact or lack of attention. Reference: S. Babar et al.

A Google search using the terms "shot" and "mistaken for" produced a host of gunshot victims (over 3 million results), including those mistaken for coyotes, turkeys, monkeys, deer, foxes, and, in the case of one unfortunate snorkeler, a giant rodent.

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Theory of mind is critical to magic because magicians know you have it and that it is a lever by which to control your mind. It's the basis of joint attention. Magicians overtly attend to objects and locations of potential interest in order to control your attention, drawing it away from a secret move.

Mentalists use mathematical probabilities, human nature, sleight of hand, gimmicks, and trust to make it appear that they can read your mind. Their acts are highly theatrical, often invoking "mystical" powers of clairvoyance, telekinesis,

telepathy, precognition, divination, and mind control...their illusions are spun from an ability to exploit human gullibility and, as you will see, to carry out brilliantly sneaky, under-handed maneuvers...

Randi looks out into the audience, hand shielding his eyes from the spotlights like a sailor blocking the sun as he peers out to the horizon. "I met a young woman outside before the show who agreed to assist me with this next trick. Could you please stand up?" A young woman stands near the center of audience. Randi introduces her as Zoe.

"Now, before we get started, could you please confirm that we have never met before tonight?"

"Correct," she says.

"That you are in no way being coerced by me, that you haven't been paid by me, and that any decision you may make has not been given to you by me?"

"No," says Zoe.

"When we met in front of the hall tonight you chose a word from a magazine completely at random and of your own free will?"

"Yes."

"Was that magazine a different copy of this specific magazine, which we chose from the rack of free literature outside this very building?" Randi says, as he pulls a folded free apartment rental guide from the breast pocket of his navy blazer and slowly opens each page to show the audience that there is lots of text.

"Yes."

"And I asked you, did I not, to open that magazine to any page you wanted having lots of text on it, and to choose any word you liked from that page freely, while I stood with my back to you?"

"Yes. "Okay. You have a piece of paper with that word written on it. Could you please circle that word now, as I try to read your mind?"

"Okay," she says, and she circles the word on the page.

Then Randi begins to pace. He prowls to stage right and to stage left. The shadow he casts from the spotlight jumps in animation against the pleats of the

red velvet curtain standing a full two stories high behind him. His brow knots severely as he rubs his forehead and temples. He mumbles to himself in a slightly disconcerting but amusing fashion.

Finally, Randi stops in front of an easel holding a large writing pad next to the podium. He uncaps a huge black Sharpie and, with his eyes closed, looking up into the lights, right hand pressing on his eyelids, left arm extended with unsheathed pen ready to strike, he speaks. "I'm starting to get something," he says as he writes an N on the paper. "It's all coming now." He proceeds to receive mental vibrations for eight more characters as well, spelling out the phrase: NI+d3)3P.

Finished, and visibly exhausted from the effort, Randi pulls his hand from his face. He looks at the pad for a long time, totally silent, then turns back to the crowd. The throng starts to fidget as they become embarrassed for the poor old coot.

"Is the magazine written in the English language?" Randi eventually asks, failing to hide the disappointment in his voice.

"Yes," giggles Zoe, as other nervous laughs arise from the audience. Zoe is still standing, and she is so embarrassed for Randi that when she responds she has to lower the paper she has been using as a mask to hide her face.

"Are you a mathematician?" Randi hopes sadly.

"No," says Zoe.

"Okay, well, I guess I didn't get it," Randi concludes, shoulders and chin slumping. "What was the word?"

"Deception," says Zoe.

"What? Hmm? I'm sorry, I didn't hear you," says the suddenly frail octogenarian, bent over to bring his now cupped ear closer, eyes squinting into the glare.

"Deception!" yells Zoe.

"Hmm. Yes, well...sometimes these things fail," he says dejectedly. Looking up at the pad one last time, he does a double take and says, excitedly, "Oh, but wait a minute! I think I see what happened!" Now thirty years younger, he positively leaps as he lifts the page from the pad and rips it off. He turns to the crowd with the ripped page and slowly rotates it 180 degrees as he says, "I must have gotten the signal from you upside down and backwards!"

Once the rotation is complete, the page reveals the now legible message: d(P+I).

The crowd roars as Randi receives his standing ovation

Randi announced during the show that the magazine had been “destroyed,” not discarded. An important modification, to be sure, but not enough of a misstatement that Zoe would complain. For most people, when an object enters a trash can, it ceases to exist and is for all intents and purposes destroyed. But no act is beneath the Amazing Randi. Once Zoe entered the philharmonic hall, Randi did indeed go dumpster diving to recover that ripped magazine. Zoe had torn the relevant page from it, true, but now he knew which page was missing. And because Zoe used Randi’s own specially selected pen to circle the word, a nice hard ballpoint pen, the circling of the word left an impression that was barely discernible on the adjacent page of the magazine. So Randi knew the page and its exact location. To find the word itself, Randi took a second copy of the magazine, ripped out Zoe’s chosen page, put it under the embossed page from Zoe’s magazine, and lined up their corners so that they overlapped perfectly. Randi then poked a hole through the embossed circle, marking the word Zoe chose on the page below. It was, of course, “deception.”

In yet another incredibly devious move, Randi took a third pristine copy of the magazine and ripped out the same page Zoe had ripped out, with the same tear pattern, before putting it in the trash can to replace Zoe’s original. This new copy had never been touched by the pen and so it had no embossed circle in it. If Zoe, or some other person in the audience, reconstructed Randi’s methods and came back to do a little dumpster diving of their own, they would find what looked like Zoe’s original ripped magazine. They would remain mystified.

To further throw off the audience, Randi had Zoe circle the word during the act itself so that if any of the other audience members saw the ripped page during or after the act, they would assume that the circle had been created during the show and not before. (Randi was careful not to mention that the word had been circled before the show.) Randi similarly implied that Zoe had written down the word on a piece of paper rather than saying that she had the page ripped from the magazine, so that people wouldn’t even think of trying to get the evidence and reconstruct the trick.

Randi allowed Zoe to make her word choice in truly free manner, but it was not a secret choice, though it felt like one to everybody, including Zoe. Randi had controlled her every move from the minute he said hello. Then, all he needed to do was figure out how to spell “deception” upside down and backwards. For a master magician like Randi, that little bit was the hardest part of the whole trick.

by two or more. Let's say you pick 478. You write it down. Step two, the magician asks you to reverse the order of the number and write it down: 874. Third, you are asked to subtract the smaller number from the larger number, in this case $874 - 478 = 396$. Fourth, reverse that number to become 693 and add it to 396. Your answer is 1,089.

So far, so good. Now the magician hands you three or four books (or more if he wants to lug them around). You choose one, any one, your free choice. The books look normal, not marked in any way. He says, "Excellent choice! Now turn to page 108 and look at the first line. Count over to the ninth word and hold it in your mind. Got it?" You follow his instructions. The word is "yellow."

"Concentrate now," says the magician. "I am going to read your mind. The word is coming into focus, slowly, slowly. I see a, hmm, a color? It starts with, let me see, it starts with a y? Yellow! The word is 'yellow.' Am I right?"

Indeed he is. The ninth word at the top of page 108 in the book you picked is "yellow." He memorized it before the show. He also memorized the ninth word at the top of page 108 in all the other books. If you had chosen any one of them, he would have known the word you'd find.

The 1089 Force is a mathematical trick based on the fact that any three-digit number manipulated in this manner always—always!—adds up to 1,089. The magician simply picks the books and looks up the word he wants you to find. He could, for example, tell you to turn to page 10, count down to the eighth line, and look up the ninth word in that line (1089.) The effect is astounding and always entertaining.

Another mathematical force convinces you that everyone in the room can be made to share the same mental picture. You all are asked to think of a small number and then silently perform the following operations. Double the number. Add 8 to the result. Divide the result by 2. Subtract the original number. Now convert this number into a letter of the alphabet (1=A, 2=B, 3=C, 4=D, and so on). Next, think of the name of a country that starts with this letter. Got it? Now think of an animal whose name starts with the next letter. Finally, think of the color of that animal.

The magician makes a dramatic pause. "Oh, my, your collective image must be wrong. There must be a problem. There are no gray elephants in Denmark." The trick works because everyone must choose a country that starts with D, and Denmark is the most common. The next letter is e, and most people think of an elephant. And who isn't going to think of a gray elephant?

People usually make the same choices because when they are asked to stand up and speak in front of hundreds of other people, they tend to say the first thing that comes to mind. Mentalists know that the number of countries starting with D is vanishingly small, and that the likelihood that they'll pick the Dominican Republic is low unless they are either unusually cool under fire or have some time to consider. Most people then choose "elephant" and not "emu" for the same reasons. They are nervous. They're scared of looking stupid in front of so many people, and they can't think clearly enough to come up with something clever.

Mentalists may also use something they call the "one-ahead principle": to give the impression of reading your mind, they stay one step ahead of you at all times. The coincidences are multiplied in your mind, resulting in the illusory feeling that the only explanation is supernatural ability.

Magic Tony showed us a trick based on this principle. He gave us a deck of cards to shuffle thoroughly and then he spread the deck facedown on a table and announced that he would predict our choices. "First, you will choose the nine of hearts," he said. We slid a card out of the spread, Tony looked at it, and set it aside.

Without showing it to us, he exclaimed, "Good job! Now I predict you'll choose the two of clubs

We chose another card at random and slid it to him, still facedown. He looked at it and said, "Excellent!"

Tony gathered the remaining cards and shuffled them. "Now you will choose the queen of spades. "Pick any card as I run my thumb down the corner of the deck by saying 'stop.'" He held the deck in one hand and riffled his thumb down the deck.

About halfway through the deck we said, "Stop."

Tony removed the card, picked up the other two cards we had chosen, and turned over all three in front of us: the nine of hearts, the two of clubs, and the queen of spades. Wow!

To accomplish this trick, Tony first surreptitiously memorized the card at the bottom of the deck: the nine of hearts. He then spread the cards facedown and asked us to make our choices, announcing that we would choose the nine of hearts.

When we picked the first card, we thought it must be the nine of hearts (after all, this was a trick by a terrific magician) but we could not verify that with our own eyes. In fact, the card was the two of clubs, which Tony saw with his own eyes.

Then Tony announced that for our next card we would choose the two of clubs. (Hmmm, he already had that card on the table but we followed his direction and pulled another card. He saw that it was the queen of spades.)

Tony then collected the remaining cards, did a false shuffle so as to keep the nine of hearts exactly where he wanted it, and asked us to choose a card as he riffled the deck with his thumb. We chose a “random” card in the middle of the deck, but he lifted the cards from where he was keeping the nine of hearts while distracting us from the sleight with eye contact. He removed the nine and laid it out with the other two chosen cards to show that his three predictions were correct. In fact, he had simply “predicted” whatever card had previously been chosen

knows in advance exactly what you will do—what card you’ll choose from a deck, what word you’ll choose from a book, what object you’ll choose from an array of items on a table. He is in complete control. When a mentalist has you in his clutches, your sense of free will is an illusion.

A classic method of forcing is called magician’s choice. You are asked to make a free choice among items but, no matter what you choose, the magician calls the shots by how he verbally responds to your choices...For example, if the magician puts two cards facedown on the table and wants you to choose the one on the right, he will say “Choose either one.” If you choose the one on the right, he goes on with the trick. If you choose the one on the left, he will say, “Good, you keep that card and I’ll use the remaining one.” Thus he forces the card he wants

Forcing works because your brain is on a constant, active lookout for order, pattern, and explanation and has a built-in abhorrence of the random, the patternless, the nonnarrable. In the absence of explicability, you impose it. When you think you are choosing something, but the choice is changed on you or distorted in some way, you nevertheless stick to your guns and justify your “choice.” You confabulate.

Confabulating is a fancy term for shamelessly making things up. It is another of those potent and ubiquitous brain processes that occur all the time but to which you are seldom wise. Normally this process is beneficial. For instance, confabulation is what allows you to “see” people and objects in drawings instead

of the tangle of dark lines that you are actually looking at. It is also what allows you to “see” faces in clouds; it allows your perception to be flexible and creative. But when this sort of pattern imposition goes on at higher levels of cognition, the implications can get a little uncomfortable. Your mind will go to surprising lengths to preserve its sense of agency and choice and continuity of the self. When you are influenced by others, you rationalize their influence as being good decision making on your part.

The breadth and depth of confabulation is revealed following some kinds of brain injury, when the mind’s normal system of checks and balances is perturbed. For example, when the right brain hemisphere is damaged, spectacular delusions can arise about the state of the body. Here is Dr. Anna Berti, a neuroscientist at the University of Turin in Italy, interviewing one her patients, “Carla,” whose paralyzed left arm rests in her lap next to her good right arm.

“Can you raise your right arm?” Yes.” Carla’s arm goes up.

“Can you raise you left arm?”

“Yes.”

The arm remains motionless. Berti tries again.

“Are you raising your left arm?”

“Yes,” says Carla. But still her arm does not move. “Can you clap your hands?”

Carla moves her right hand to the midline of her body and waves it in a clapping motion. The left hand is motionless.

“Are you sure you’re clapping?”

“Yes.”

“But I can’t hear a sound.”

Carla replies, “I never make noise when I do something.”

Insistent denial of paralysis was long thought to be a psychological problem, Berti says. It was a reaction to a stroke: I am paralyzed, it is so horrible, I will deny it.

But it is not a Freudian dilemma. Rather, it is a form of so-called neglect syndrome in which a brain area involved in the mental simulation of movements,

the supplementary motor area, is damaged. When you close your eyes and simply imagine a golf swing or skiing motion, you activate this part of your brain.

When Berti asks Carla to raise her left arm or clap her hands, the region that imagines such movements produces a familiar pattern of activity in her brain. But the regions that carry out those movements and also maintain awareness of making them are not working.

The conflict is overwhelming. Carla's sense of having moved via simulation is powerful. Awareness is absent. Paralysis is complete. Her brain's solution: confabulate.

If prodded, patients make up stories to explain their lack of action, Berti says. One woman said her arm "went for a walk." A man claimed that his motionless arm did not belong to him. When it was placed in his right visual field, he insisted it was not his.

"Whose arm is it?" Berti asked.

"Yours."

"Are you sure? Look here, I only have two hands."

The patient replied, "What can I say? You have three wrists. You should have three hands."

Neuroscientists can also unmask your confabulatory nature in the laboratory. Two young Swedish scientists have developed a new scientific method that uses magic techniques to examine the fascinating way in which confabulation operates in the intact, healthy, ostensibly rational brain.

We are in Benasque, Spain, nestled in the heart of the Pyrenees, at the Pedro Pascual Center for Science, a retreat designed to bring together scientists from every discipline to hash out ideas in hopes of inspiring new interdisciplinary approaches. Miguel Angel, the Spanish magician whom you met in chapter 5, has just completed his demonstration of change blindness. Now up on stage are two neuropsychologists from Sweden, Petter Johansson and Lars Hall, from Lund University. These two twentysomethings are today's fair-haired boys of cognitive science, and not just because they're Swedish. They have brought a veritable smorgasbord of methods to the discipline. One especially sweet meatball was featured in an October 7, 2005, article in *Science* magazine describing the invention of a new and powerful method for studying human cognition, rationalization, and decision making called choice blindness. And they did it using magic...

Forcing is a method used by magicians to make you think you've made a free choice when in fact the magician knows in advance exactly what you will do—what card you'll choose from a deck, what word you'll choose from a book, what object you'll choose from an array of items on a table. He is in complete control. When a mentalist has you in his clutches, your sense of free will is an illusion. A classic method of forcing is called **magician's choice**. You are asked to make a free choice among items but, no matter what you choose, the magician calls the shots by how he verbally responds to your choices.

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MHR I detailed the experiments done that confirm this illusion of free choice, and our mind's tendency to impose order and intention and explain away and confabulate to construct a narrative that can accommodate what would 'make sense' given our social reality, and what we've just apparent experienced, but which refutes / exposes the social reality for a fraud...and our beliefs for erroneous social condition and faulty assumptions etc...

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Introspection illusion. construct a personal narrative that may or may not correspond...

When you are asked to say why you have a particular preference or how you arrived at that preference, your personal self-report of your internal mental processes is confabulated. To put it bluntly, you are unaware of your unawareness

? show two photos of equally attractive women...put down on table, pretend now to push the photo they'd chosen as more attractive across to them, really pushing other photo...ask them why they preferred this woman...most will give an explanation (assuming it was the woman they had preferred, when it is not)...

by using what magicians call Black Art (similar to that of Omar Pasha in chapter 1), but in this case instead of a black curtain they used a black tablecloth and black-backed photos. In order to fool subjects, they asked them to point to the preferred photo and laid it facedown on the table. That photo had a black back. On top of it they had hidden a second photo, this one of the rejected face. That photo had a red back. When it came time to move the photo toward the subject, the scientists slid the red-backed card (rejected face), leaving behind the black-backed card (preferred face), which was now invisible against the tablecloth. The subjects never saw the swap

The swaps were discovered less than a third of the time. On the successfully swapped trials, the subjects actually confabulated their reasons for having chosen the substitute photo.

One man said, “I preferred this one because I prefer blondes,” when in fact he had first chosen a dark-haired woman. One woman chose a woman without earrings, and when the photo was secretly swapped for a woman with earrings, she said she had chosen that one because she liked earrings. Pants on fire! The subjects hadn’t chosen the people

whose photos they now held in their hands, but they thought they had. So what do you do when you are made to justify a choice you believe you made? Confabulate. Deny !

In a follow-up experiment, shoppers in a supermarket tasted two kinds of jam and then explained their choice while taking further spoonfuls from the “chosen” pot. The pots were rigged so that the subjects effusively praised jam they had previously rejected. A similar experiment was done with tea.

Currently, the researchers have begun to examine choice blindness for moral and political opinion. Using a new tool, a “magical questionnaire,” they are able to manipulate people’s answers to questions presented in a survey format. Participants are asked to rate to what extent they agreed with a specific moral statement, e.g., “It is morally reprehensible to purchase sexual services even in democratic societies where prostitution is legal and regulated by the government,” and then, at the end of the experiment, they are asked to explain why they agreed or disagreed with the statement. Again, the results show that a majority of the participants are blind to the changes made, and that they often construct elaborate arguments supporting the opposite of their initial position.

These studies help us understand how we rationalize many of our decisions. It’s not so much the nature of decision making but the repercussions of those decisions that affect our lives.

MHR people don’t want to ‘loses face’ or ‘backtrack’ i.e change expressed opinion...even if they had expressed the opposite...if they now believe they’d said X, they’ll back up this ‘decision’...rationalize it to themselves.... Consider impact of ‘public opinion surveys’...if public told most people believe X, maybe they’ll rationalize why X is good choice, even thy had voted Y / expressed different opinion in survey...???

If you truly had free will, advertising and salesmen’s pitches would have no effect.

Cognitive dissonance. This arises when two competing ideas, behaviors, facts, or beliefs are in conflict in your brain. A common way that your brain reconciles the conflict is to change its attitude, beliefs, or behaviors to bring one of the competing ideas into prominence. Magicians love cognitive dissonance, since it leads spectators to feel as though they've made decisions freely for themselves

MHR and so do Jew World Order 'democracy' fans...why let a strong leader emerge and become a statesman, when you can manipulate people into thinking they want your candidate, and even your own self-serving policies, and install a 'Jew World Order – man', and ensure no 'statesman / woman ever has a chance...

When you make a decision between two things that seem equivalent, cognitive dissonance frequently comes into play. You elevate the value of your choice for the simple reason that it *was* your choice.

MHR the 'two party' system provides the perfect means to the ends of the Jew World Order...you have to choose one of them, so you do, and then justify to yourself why you are going to vote for / voted for, them...then you'll try to make it appear a good decision, to save face, by justifying ever 'Jew' World Order policy they put in place...including going from NO war to, this war was GOOD and necessary...even though your candidate promised 'no war not matter what'...

Illusion. Those who believe that the mind is wholly separate from the brain—a supposition called dualism—tend to believe that free will is a fundamental property of the mind. According to this view, free will is a separate, numinous quality of being that is not subject to physical laws or reducible to chemistry and circuitry.

But in the realm of neuroscience, there is not a shred of evidence for dualism. The mind is what the brain does. Consciousness and mind are products of your brain.

How could that be? You feel as if you are in full control of your mind. Sure, your brain carries out many tasks without your being conscious of them. You drive home on automatic pilot. You put cups into a dishwasher while carrying on an interesting conversation. But making important decisions? Isn't mental life dependent on the fact that you are free to choose among different possible courses of action? Your decision-making process seems to be driven by your own volition. This feeling fits your sense of justice and moral responsibility.

Let's look at several lines of evidence for the idea (dare we say fact) that free will is an illusion. In the **1970s, Benjamin Libet, a neurophysiologist at the University of California, San Francisco, carried out a series of studies that**

first challenged the notion that we make decisions consciously and freely. Libet asked people to stare at a clocklike timer with a ball moving around the periphery once every three seconds. They had to press a button with their right index finger whenever they felt an urge to do so and afterward tell Libet where the ball was (what time it was) when they decided to make the move. Two testing devices—an EEG (electroencephalograph) and an EMG (electromyograph)—recorded their brain activity and the electrical activity of their muscles. Libet found that participants had the conscious sense of willing the movement about 300 milliseconds after the onset of the muscle activity. Moreover, the EEG showed that neurons in the part of their motor cortex where movements are planned became active a full second before any movement could be measured. You might think that the delay was due to the conduction time between the brain and the muscles. But a full second? No way. There was definitely something interesting happening here.

The findings mean that your brain unconsciously makes the decision to move well before you become aware of it. In other words, your brain, not your conscious mind, makes the decision. This does not match your experience, but it is how your mind actually works. Before you get discombobulated, know that there is a silver lining to these results: while decisions are unconsciously prepared ahead of time, you can still veto your actions. According to Libet and others, you may not have free will, but you do have **“free won’t.”**

MHR this is an example of ‘I reckon’ and brain as computer, working in the background...the idea of ‘checking yourself’ i.e stopping an action you are about to carry out doesn’t mean you have a FREE won’t...it is just a later calculation superimposed over the earlier one...it is usually impossible to stop an action half-way...you can ‘decide’ after having carried out the action, not to do it, but it is in motion...you can only ‘regret’ having made it...but it isn’t an indication of any ‘free’ will / won’t...just a later reckoning / calculation...

Carefully designed laboratory conditions, such as in Libet’s experiment, can reveal free will for what it is: a sophisticated cognitive illusion. And if we pay close attention, we can also find rare instances in our everyday life in which the illusion breaks down.

You always have the option of not laughing when you don’t want to, right? You have control over your body and behavior, correct? Wrong. How often have you laughed at an ‘inappapropriate’ moment, and not been able to control yourself?

s that while we feel we are in control, we are actually just along for the ride

a reflex, which by definition is a process that takes place in the shortest possible route through a given neural pathway. When the doctor hits your knee with a

hammer and your leg jerks, that is a reflex. No brain required. Laughter, on the other hand, involves a highly complex series of emotional, cognitive, and motor actions

John-Dylan Haynes of the **Max Planck Institute in Berlin**, Germany, recently reprised Libet's work using functional brain imaging. He wanted to see what happens in people's brains when they make conscious choices. If you had taken part in the study, you would be lying in a **scanner** when Haynes tells you that you can decide if you want to press a button with your right hand or left hand. You are free to make this decision whenever you want, but you have to remember the time when you feel you have made up your mind. The researchers used a **sophisticated computer program trained to recognize typical brain activity patterns preceding each of the two choices**.

Haynes was astonished to find that brain signals—tiny patterns of activity in your frontal lobes—predict your decision (that is, whether you will press the button with your left or right hand) up to seven seconds before you are conscious of this 'choice'...and 'own' it...believe it was a 'conscious' choice, rather than a choice made for you, which you have merely become conscious of ...

MHR my idea of 'efficiency' may actually offer scope for some 'free will' in terms of decisions...though still underlying any decision are all the genetic 'definitions', even before social conditioning programs tonnes of assumptions that are often erroneous, into our minds...what we 'want' can be programmed e.g equality, to be slaves, to imprison historians, at some level, but the most powerful are inherited genetically e.g desires, impulses, urges, biological drives...and even overriding these with criminal mind control producing perversity doesn't mean anyone has free will...the programmers nor the programmed, any less or more...someone is being 'compelled' to do the programming, and to submit, but deeper inherited biological drives at some level e.g fear, desire, lust, greed...TROONATNOOR...

MHR so while I appear to contradict myself, I am true to myself i.e I don't need any 'experiment' to prove the obvious...the left and right button and time stuff may just be an efficient way to solve a problem / complete a task...given to the brain...doesn't really indicate presence or absence of free will...but may help some people come to terms with TROONATNOOR i.e no free will...at best highly conditioned / programmed / restricted will...but probably zero...which begs the question...why sentience / consciousness then?...and the answer is 'experience engine' i.e it's a game...begs the question, then why does it suck? And maybe answer is it was designed to be a sucky game...who knows what our motives were...a challenge? ... or maybe the game was designed to generate a particular type of 'energy' e.g Matrix e.g 'flyers of Don Juan Matus / Matthis?

MHR magic tricks work the same way everyday attributions of cause and effect work...we ascribe them...assume them...see correlations and assume cause and effect...we see what appears to be a woman's legs, and head...attached to each other...of the one person...when they are two different people...so when the one is 'sawed in half' before our eyes, even though we know this must be impossible, we 'see' it happening with our own eyes...if 'seeing is believing' then we 'saw' a woman cut in half, even though we 'know' it is impossible...our 'perceptions' override our logic...but they are based on assumptions i.e. even our 'impressions' are literally merely 'impressions' e.g. 'the impression I got'...an idea impressed on our minds...we should NOT be able to 'see' a woman cut in half and then rejoined...but we do...because of our assumptions that there was only one woman and one box...when there were two women in two separate boxes...but we 'saw' only one of each...we were 'persuaded' and 'convinced' to 'believe'...we assumed this...so our own mind played trick on us...in natural world, where no trick was being deliberately played, our senses would 'speak true' to us usually...when some freak coincidence didn't produce the same effect the magicians deliberately instigate / produces / constructs / tricks us with ... like Gestalt images i.e. 'girl' in widow turns out to be flower arrangement...distance blurs, our mind 'constructs' from what it 'sees'...and much more than what is there...etc...

MHR remember ultimately 'free' will meaningless....it is what you would will in the absence of any motive / desire / impulse / determinant / objective / reason i.e. purely arbitrary action...why would anyone act without motive? ... it would be meaningless and reflexive of nothing...just unconnected actions...without purpose or meaning...the 'purpose' or 'intent' is what motivates all action...without it what does 'volition' mean? Why act? And if action is just total reflex, why consciousness? What is 'original' impulse? Lila / play? Some god requiring servants to boss around, torture, love, hate, destroy? Like playthings? But where did that God's motives come from? If not an eternal / always was / will / will be motive intrinsic to all sentience / matter / consciousness / energy CEME? consciousness OF ... there must exist, at the same time, something to be conscious of, for consciousness to exist...the 'self' consciousness produces the dualism i.e. 'conscious of my self'...as first consciousness? Then 'other' not-self? Or just one self...universal self...see TROONATNOOR...But can motive come before consciousness? Is there any consciousness with no motive? A motive for consciousness? And therefore OF something? Is the motive the primerty? And energy / matter / space / time MEST its product? Lila? Play?

We just always were / are / will be...changing forms...primary motive 'experience' i.e. 'entertainment'? No other essential 'objective'...all others reflexive of it...i.e. dead person doesn't need food, sex, love, acceptance, approval? So can just 'satisfy' all needs by death...unless life satisfies some need of non-existence itself...death...boredom? Silly to assume some 'original'

consciousness that produced all the rest of MEST...why not MEST be sentience / consciousness...then why all this suffering / misery / slavery? Or just a slave – master game? Or a material necessity...of the MEST...this is the nature of the MEST...consciousness its prisoner? ... evolves...expands and contracts...

our neural resources are limited and that we cannot attend to everything in our visual field. Well, that attentional limit would be even more woefully deficient if we also had to attend to every single little process in our brains. Do you really want to know every minute detail of the information that the neurons in your prefrontal cortex are sending to your primary motor cortex in order to reach for a glass of water? Suffice it that when we are thirsty, our arm successfully picks up a glass of water and brings it to our mouth.

MHR can convince people they have ‘caused’ something...or someone else has caused it e.g voodoo...especially if ‘primed’...well people believe the wine and wafers have become the blood and flesh of their god man Jesus....the zombie jesus cannibal vampire cult ‘believe’ this...and by eating his flesh and drinking his blood, hope to become ‘one with’ their godman... ‘placebo’ and ‘nocebo’ effects are very common... ‘healing hands’... ‘faith healing’...

‘the devil made me do it’ is the reverse of this coin...voodoo dolls...possession by spirits...madness...angels speaking in your ears...hey, Moses claimed some burning bush / angel / god told him to massacre his adopted family, and their entire nation...then later to massacre his own followers after the ‘golden bull’ affair...what is even more appalling than ‘the devil made me do it’ is ‘god made me do it’...Most people censor themselves even when no-one likely to punish them is listening,... a sort of voodoo...belief in the efficacy of the spying network...typical Cult of Judah stuff i.e spy on your loved ones, and renounce them, and cast the first stone at their public stoning, for any ‘anti-semitism’ a.k.a word or deed that challenges the power of the cult of Judah, and its ambitions for a ‘jew’ world order.

Consider ‘be cause’...we ‘will’ something and it happens e.g we want to say something, and we do ... wow...power...we were the cause of the utterance...all games are so addictive as they appeal to this ‘be cause’...will X to happen, on the screen, and X happens, and you get a rush of some chemicals in the brain called ‘power’ or ‘satisfaction’ or ‘confidence’...feedback...your will was done...what a rush...you are god...just a step from ‘willing’ your vocal chords to produce words to believeing you can ‘will’ anything at all to manifest simply by ‘willing’ it...e.g that Porsche or super-model in your bed ...just an extension...all those Cult leaders believe they are literally gods...but you wouldn’t believe them, so they claim to simply ‘represent’ some god...that is more easily believed...especially when you’re told millions of people believe it, and over thousands of years, billions have believed it...so who are you to not

believe it? Wouldn't that be quite risky and foolish? Especially if the result is being stoned to death by your own loved ones? Or having to stone them to death?

MHR remember any time we do something 'BECAUSE' it cannot be defined as 'free' i.e arbitrary... 'free will' would be totally arbitrary...not 'purposeful' at all...or at least we'd get to chose our purposes?... if there is a 'reason' or 'motive' or 'purpose', then unless we arbitrarily chose those reasons, motives, or purposes?... see TROONATNOOR...if I can asky 'why',and you have a 'reason'...then the action was determined by that reason...etc...

Functional magnetic resonance imaging, or fMRI, measures brain activity by tracking increased blood flow, the idea being that more active brain regions will use more energy and will "light up" in the scanner. scientists located regions that specialize in things like our basic sensory processes, speaking, reading, or feeling strong emotions. More recently, they found areas specialized to recognize faces or places

the Miser's Dream, is a classic. the magician continually plucks coins out of the air, seemingly from anywhere he wants, and tosses them into a receptacle...Teller explains that he began by palming five coins in his right hand. His left hand holds six more coins that are pinned with his fingers against the inside wall of the bucket. Some coins will drop from his right hand, and some from his left (which you cannot see) while he pretends to drop a coin from his right. In the latter case he is only faking the action of tossing from the right hand, using the flick-down motion to reconceal the coin. But the faked action engages your mirror neurons, so you are predisposed to see it as the same natural tossing action you yourself perform daily with coins, car keys, cooking ingredients, and so on. The clink of the coin dropping into the bucket from the left hand helps create the illusion that the fake-tossed coin from the right hand landed in the bucket. What we're actually seeing is the same coin flash in the right hand over and over and over again. Your assumptions have misled you. Teller says that the first coin raises the question in your mind: Where is it coming from? After four coins, you think you know. He has to be palming them in his right hand. Just then Teller reveals that his right hand is completely empty except for a single coin held between his thumb and index finger. You conclude there are no hidden coins. But wait. He is still dropping them, clink clink, into the bucket, only now they are coming from his left hand. "Every time you think you know what is happening, I am changing the method," he says. Every coin is a new little burst of sight and sound—you see it, you hear it, and it is all happening so fast you are deceived. You think any repetition is a real repetition. "Your natural inclination as an observer is to assume that what I'm doing is the same thing over and over again. We take for granted that a repetition is a repetition [even] when it's not."

“We all infer cause and effect in everyday life,” adds Teller. When A precedes B, we conclude that A causes B. The skilled magician takes advantage of this inference by making sure that A (a fake coin toss) always precedes B (a loud clink). However, A does not really cause B

Teller’s performance of the Miser’s Dream reveals the human compulsion to find patterns in the world and to impose them even when they are not actually there.

MHR the ‘trick’ is to do one thing, with one hand, and allow people to suspect it, then once you’ve actually stopped doing what they suspected, you show them they were ‘wrong’...when in fact their assumptions were correct...only now you’ve moved onto a different method for producing the same effect...this is what really baffles them...they were right in their assumptions, but you appeared to have debunked their assumptions... there was a pattern...but you changed the pattern... and now they won’t look for that first pattern / make the same assumption next time you show them your trick...because they have already ‘seen with their own eyes’ that their assumptions were false...there was nothing in your right hand when you showed it to them...as if merely to satisfy their curiosity and soothe their suspicious minds, and assuage their ‘doubts’ that there was no magic, just a handful of coins... in a way like the ‘trance within the trance’ Erickson employed therapeutically, but which Alex Jones and his controlled opposition kosher alternative media mates employ maliciously / exploit...

illusory correlation can lead to extraordinary beliefs, such as the ancient Aztec theory that a human sacrifice had to be performed each morning in order to make the sun rise. That stupid ‘gamblers dilemma’ which is the basis of all superstition, and not, as falsely claimed, a rational justification for joining the hegemonic cult, would ask of you ‘are you willing to risk the sun NOT rising this morning, by FAILING to murder a war prisoner? And are you thus willing to risk not having a war prisoner to sacrifice, by not continually fighting wars for your cult leaders?’

in our minds, our own contributions and sacrifices are magnified by the fact that we remember our own actions better than we remember those of others.

Magic is the theatrical linking of a cause with an effect that has no basis in physical reality MHR such as explosions that are real, as we saw them, and their consequences with reports of aeroplanes being hijacked and crashed into buildings, which are total lies...or mass shootings carried out by professionals, and blamed on some lone mad gunman who either kills himself, is killed at the scene (the Sandy Hook shooter was officially declared dead the day before the massacre, his body merely dumped at the scene, while the Las Vegas shooter, and Nice Truck driver were pumped full of bullets, and you can bet there was never an autopsy done, or never allowed to stand trial like Martin Bryant,

(tricked / tortured into making false confessions or waiving their rights to a trial if they have them, or just shipped off to some torture center like Guantanamo bay or local ‘black site’), or shot before they can even be officially charged, like the JFK ‘lone gunman’.

MHR all of reality, as Hume reminds us, could be such a ‘trick’ ... where we ascribe ‘cause and effect’ relationships that are not strictly ‘real’...just precedence and antecedence, proximity etc....And of course ‘sympathetic magic’ is pure construction of cause-effect relationships...

two brain regions—with the mouthful names dorsolateral prefrontal cortex (dlPFC) and left anterior cingulate cortex (ACC)—lit up when people watched the magic tricks. Research has shown that one of these areas, the ACC, detects conflict, whereas the other, the dlPFC, tries to resolve conflict—exactly what you would expect when a cause-and-effect relationship is violated. In the surprise condition, the conflict detecting area, the ACC, lit up along with another region of the prefrontal cortex called the ventrolateral strip, which has been found to register surprise. In the plain vanilla control condition, none of these areas showed increased activity. The researchers concluded that your ability to detect information that contradicts or challenges your established beliefs is crucial for learning about the world. The highlighted circuit seems to play a role in the neurobiology of disbelief MHR to be able to ‘learn’ something ‘new’ that contradicts / debunks earlier conditioning...and to ‘entertain’ new ideas / impressions rather than discount / deny / filter out etc...

the gambler’s fallacy It plays in the house’s favor that customers are drawn along by the illusion that knowing the past will help them predict the future.. modern roulette wheels come outfitted with electronic counters that conveniently provide various statistics for the gamblers’ “benefit,” such as the numbers corresponding to the last fifteen balls, the percentage of black versus red numbers, the “hot” or most frequent numbers, or the more frequent dozens (numbers 1 through 12, numbers 13 through 24, or numbers 25 through 36). Of course none of these statistics changes the fact that the ball has exactly 1 in 36 chances of landing on any given number on the next spin.

Monte Carlo casino in 1913. Elegantly dressed gamblers stood around a roulette wheel and watched as the ball landed on black twenty-six times in a row. With increasing excitement, many patrons began betting on red. It just had to come up next. Sure, the wheel is random, but it had to “self-correct,” right?

Wrong. We all succumb to the superstition that when we observe a random process with a deviation, then logically the imbalance will have to even itself out. For example, ask yourself, if you toss a coin seven times, which is more likely to be the result? Heads, heads, heads, heads, heads, heads, heads. Or tails, tails, tails, tails, tails, tails, tails. Or heads, tails, tails, heads, tails, heads, heads.

Answer: they are all the same. Each is an independent fair toss. The coin has no memory. If you toss twenty tails, the probability of flipping another tails is one in two.

the Monty Hall problem Let's Make a Deal, tests your ability to assess probabilities. You don't know which of the two remaining doors hides the prize, and so you may think, hey, the odds are fifty-fifty. It feels right to stick with door number one. But you'd be wrong. According to experts on probability, you should always switch. Choosing door two doubles the probability of winning the car from one-third to two-thirds. The Monty Hall problem arises because the contestant correctly believes that there is a 1 in 3 chance of selecting the car door in the initial door choice. But the host then removes a goat door from the remaining two doors. Now, if the contestant did indeed choose a car door in the original round (a 1 in 3 chance), then the remaining door will contain a goat. But if the contestant chose a goat door in the original round (a 2 in 3 chance), then the remaining door will contain the car. So it's twice as likely that the contestant's original choice was a goat rather than a car, and since it is certain that one of the remaining doors must hide the car, it is always in the contestant's best interest to switch...the trouble is, the solution doesn't feel right. It doesn't match your intuition. And you are not alone. When the puzzle was first published, many scientists, including one or two Nobel Prize winners, were outraged by the correct solution because it did not feel right to them, either. Equal probability is deeply rooted in intuition

In **a coldreading** a magician, mentalist, or psychic draws information out of you to give you the impression that he is reading your mind. The method relies on an ability to sense unconscious behavior and to spin out vague statements that fit anyone's situation. The deception is all linguistic. There is nothing supernatural about it

Sedona is one of **fourteen supposed power points on earth** that can "ground the vibrational frequencies" coming in from extraterrestrial sources. (The other hot spots are Haleakala in Hawaii, Mount Shasta and the Golden Gate Bridge in California, the Black Hills of South Dakota, Central Park in New York City, Machu Picchu in Peru, Mount Olympus and Delphi in Greece, Japan's Mount Fuji, the Great Pyramids, Popocatepetl and Palenque in Mexico, and the Ganges River.)

a **cold reading** involves teasing out information from a client with questions phrased as statements. "I sense you've got an issue or problem that's concerning you." Of course they do. Otherwise why would they be there? Everybody worries about health, money, love, and death. So if you say, "I sense some problem with your health" and they don't respond, you continue without skipping a beat: "I don't mean your physical health. It's your emotional...or financial health." And

so...forth. Every statement is made with rising inflection, grammatically a statement, but inviting completion as a question. You miss a lot of the time, but people forget the misses and remember the hits.

Flatter your subject shamelessly. Remember, the psychic succeeds by telling you what you want to believe. Ham it up. Don't blurt out "You like ice cream." Look deeply into the crystal ball, the guy's palm, tea leaves, tarot cards, food stains on his shirt—whatever—and slowly show an expression of insight and discovery: "Your rising moon in the Milky Way tells me you like ice cream." The bigger the ham, the more he'll swear by your powers. "That's amazing! I love ice cream."

Base questions on the client's stage of life. According to the mentalist Derren Brown, people in their twenties tend to be quite self-involved, wondering what their real self consists of. Older people may be more worried about illness and death. Make empty truisms—"You are sometimes introverted"—sound substantial. Leave everything wide open. For example, you might say, "You are very creative, but it may not be that you specifically, say, paint, it may be that your creativity shows itself in more subtle ways." If the person paints, bingo, you're a mind reader. If not, you are flattering the person's inner creativity.

Always ask: Who's Michael? Or Linda, or a similarly common name that the victim will likely match or suggest a variation, like Mike or Mitch, Lynn or Lynette, etc. Never go with "Who's Bathsheba?" Unless, of course, you've nailed everything 100 percent and want to aim for a grand slam finish. Remember, as a psychic, you're not constrained by either time or the truth. If there's no one in the present with that name, you ask if they ever knew someone in the past, and if that fails, shift to the future with a worried expression, saying, "Be careful when you meet someone named Bathsheba, I sense difficulties, possibly a betrayal..." Their method was to ply and probe clients to determine their desires and then, for a price, sell them the promise of those desires. The industry is thriving because people are desperate to confirm that everything is going to be all right, that their decisions have been good ones and will continue to be good ones, and that they will be reunited with their loved ones on the "other side."

Mentalists and psychics often tell you exactly what you want to hear. The psychics who read Susana's "future" changed their story based on her body language and facial expressions. When she smiled and nodded the "clairvoyants" were encouraged to expound on a particular topic, but when she raised or knitted her eyebrows, they would revise the preceding statement. "I see success in your future" one of the psychics said. Susana frowned and tried her best puzzled expression. "Not professionally" the "psychic" immediately corrected, "I mean you will have successful, meaningful personal relationships." Susana smiled and relaxed her shoulders. The self-proclaimed visionary also relaxed visibly

Research suggest that about 10 to 15 percent of adults are hypnotizable. Up to age twelve, before top-down circuits mature, 80 to 85 percent of children are highly hypnotizable. One in five adults is flat-out resistant to hypnosis. The rest are in between, prone to occasional hypnotic states such as losing all sense of time and surroundings while driving on a monotonous highway or watching a spectacular sunset. No one knows what makes one person more or less hypnotizable, although certain subtypes of a gene called COMT may confer susceptibility.

But those who are susceptible can be identified with the help of standard questionnaires and interview techniques. Many are complicit in that they believe hypnotism is effective. They expect it to work, so it does.

Brain scans show that the control mechanisms for deciding what to do in the face of conflict become uncoupled when people are hypnotized. They are then open to suggestion. Thinking that a medicine will relieve pain is enough to prompt the brain to release its own natural painkillers. People who expect pain not to be as bad as it actually is experience a reduction in pain equivalent to that achieved by a shot of morphine. Hyperactive children who are given a “dose extender” in full knowledge that it is an inactive pill can reduce their regular medication by half with no ill effects. Hypnosis and placebos are effective anesthetics. They are used for treating anxiety, tension, depression, phobias, addictions, asthma, allergy, high blood pressure, and many other medical conditions.

In all these instances, top-down processes override bottom-up information. People think that sights, sounds, and touch from the outside world constitute reality. But the brain constructs what it perceives

Oxytocin, the hormone released during childbirth, breast feeding, social recognition, and cooperation. Zak and his colleagues have carried out numerous studies showing that oxytocin makes acts of cooperation feel really, really good. When you feel trusted, your brain releases oxytocin, and that causes you to reciprocate the trust. If you inhale oxytocin in a laboratory experiment, your generosity to strangers skyrockets. Men and magicians are equally adept at causing your brain to squirt oxytocin to make you trust them.

The key to a con, says Zak, is not that you trust the con man, but that he shows he trusts you. Con men ply their trade by appearing fragile or needing help, by seeming vulnerable. Because of oxytocin and its effect on other parts of the brain, you feel good when you help others. “I need your help” is a potent stimulus for action. As for the pigeon con, the first hook was Zak’s desire to help the poor guy get this nice gift to his undoubtedly sweet wife. The second hook was the man who wanted to give the necklace back but who was late for his interview. If only Zak could help him get that job. Zak’s oxytocin system was in high gear, urging him to reciprocate the trust he had been shown and to help these people. Only

then did greed kick in. “Hey,” thought Zak, “I can help both men, make a wife happy, and walk away with a hundred bucks—what a deal!” Yes, suspend all suspicion and give up the cash. Cons often work better when an accomplice poses as an innocent bystander who “just wants to help,” says Zak. We are social creatures, after all, and we often do what others think we should do

Simpsons ‘pig’ boxing scam...send out emails to 100 people...half predict A will win, half B...so 50 people will think you’ve predicted accurately...you then send half of that 50 prediction for A, and half for B, in next fight / horse race...again repeat ...so half that got the ‘correct’ prediction emailed again...this time you ask them to place a bet, using your system, through you...they have experience of your ‘system’ ‘working’ 3 times in a row...some send money, you keep it...they wait for payment...the half that ‘won’ again...but you’ve scammed them, taken their money... you make up a story about a ‘pooled’ bet with even better odds than they can get elsewhere, so they bet through you...though you don’t bet...just take their money...

Oxytocin causes us to empathize with others, and that is the key to building social relationships.

Magicians also elicit oxytocin in the brains of their audiences, but to different ends. They want you to trust them, so they, too, pretend to be vulnerable.

Our timing must indicate that we understand when the magic happens for the audience MHR the ‘magic’ happens in the audiences perception, not on the stage...the magicians do tricks...the audience’s mind converts it into ‘magic’ i.e belief / acceptance / suspension of disbelief – judgement...all ‘magic’ is deception / misdirection / misleading etc...no ‘magic’...all a set up...

Magic Trick Categories

All magic tricks follow certain central themes:

Appearance: You produce something from nothing—a rabbit from a hat, a coin from thin air, a dove from a pan.

Vanishing: You make something disappear—the rabbit, the coin, the dove, the Statue of Liberty, whatever.

Transposition: You cause something to move from one place to another—as when Tamariz transports cards from a table into the jacket pocket of somebody he’s never approached.

Restoration: You destroy an object, then bring it back to its original state—as when a magician rips up your hundred-dollar bill and then hands it back to you intact.

Transformation: An object changes form, such as when a coin turns into a different coin or three different lengths of rope are transformed into three equal lengths.

Telekinesis (levitation or animation of an object): You defy gravity by making something rise into the air—such as the classic woman with the hoop run around her. Another example is Teller making a red ball hover and follow him around onstage. Or you make a spoon bend with your thoughts alone.

Extraordinary mental or physical feats or extrasensory abilities: You catch a bullet with your teeth or you can tell what a person will choose e.g precognition tricks

Setting up a complex trick in which we will magically transport a card into the middle of a brain made out of Jell-O. But first we need Scotto to pick a card identical to the one we embedded last night into the fake Jell-O brain. It is the jack of diamonds.

To force the card onto Scotto, Steve loads the jack of diamonds as the top card of the deck, then shuffles the cards without actually moving the jack. When this false shuffle is complete, Steve cuts the cards into his left hand, which puts the jack of diamonds in the middle of the deck, but he sticks his left pinky just above it so that he knows exactly where the card is. From the front of the deck, the cards look flat, but from the back there is a clear gap caused by the “pinky break.” A master wouldn’t have had to actually stick his finger into the deck. The pinky would simply hold open a small gap. But despite months of practice, it’s clear to Steve (and probably everyone in the room) that he’s no master.

With the pinky break in place, Steve runs his left thumb down the front corner of deck (“the riffle”) and waits for Scotto to say “Stop.” But no matter where Scotto chooses to stop, Steve will lift the cards from the back of the deck at the pinky break, ensuring that Scotto’s “choice” is the jack of diamonds. Steve’s misdirection involves looking into Scotto’s eyes as he lifts the cards, so as to keep Scotto’s attention away from the sleight of hand.

Learning tricks like these, we’ve been surprised to discover, is just as much about what you do with your eyes and body as it is about what you do with your

hands. The trickiest part for us has been to learn to do things without attending to them—or, more precisely, while attending to something else. Pulling off these simple sleights requires about as much dexterity as you need when learning how to shuffle a deck of cards for the first time. But to learn to pay attention to irrelevant things while specifically not attending to the secret methods—all the while not looking guilty? Very difficult.

The route to success is practice, practice, practice, and more practice. This is true of every motor skill you acquire throughout your life—learning to walk, kick a soccer ball, play the piano, hit a tennis ball, block a punch in tae kwon do, ski down a black diamond slope, or put a pinky break in a deck of cards. But now we aren't just directing a ball to a specific point at a specific time, we are also using our own spotlight of attention to misdirect

You have in your brain swaths of tissue, called the motor cortex, that map all the movements you are able to make. Your primary motor map sends commands from your brain down to your spine and out to all your various muscles. When this map is activated, your body can move. You have other motor maps involved in planning and imagining movements, but for now let's look at how a familiar skill develops.

Let's say you are learning to play the piano. When you are a novice, the region of your brain that maps your fingers—yes, you have finger maps—grows in an exuberance of new connections, seeking and strengthening any connection patterns that maximize your performance. If you give up practicing, your finger maps will stop adapting and shrink back to their original size. But if you keep practicing, you will reach a new phase of long-term structural change in your maps. Many of the novel neural connections you made early on aren't needed anymore. A consolidation occurs: the skill becomes better integrated into your maps' basic circuitry, and the whole process becomes more efficient and automatic.

There is another level to all this, and that's true expertise, or virtuosity. If you practice a complex motor skill day in and day out for years on end, always striving for perfection, your motor maps again increase in size. Professional pianists (and magicians!) unquestionably possess enlarged hand and finger maps. Their maps are larger than average because they are crammed full of finely honed neural wiring that gives them exquisite (and hard-earned) control of timing, force, and targeting of all ten fingers. Violinists also have enlarged hand maps—but only one. The map that controls their string-fingering hand is like the pianists'. But their bow hands, while deft and coordinated, do not become beefed up beyond normal.

Here is one more interesting fact about expertise. As you gradually master a complex skill, the “motor programs” it requires gradually migrate down from

higher to lower areas in your motor circuitry. Imagine a guy who signs up for samba dance classes. Like all novices, he is terrible at first. During his first several lessons, he is processing his dance-related movement combinations up in his higher motor regions, such as the supplementary motor area. This area is important for engaging in any complex and unfamiliar motor task. The dance moves are at first very complex for him. He needs to pay attention to them constantly, and even so he often loses track.

He sticks with it, though, and after a couple of months he is getting a lot smoother. He is using his supplementary motor area much less for his dancing these days. Many of the motor command sequences he is using now have been transferred downward in the cortical hierarchy, to reside mainly in his premotor cortex. He's become a competent dancer. He's not Fred Astaire, but he needs to pay less attention to the basics now. He makes far fewer mistakes. He can improvise longer and longer sequences.

Finally, if he practices often for many months stretching into years, eventually his premotor cortex delegates a lot of its dance-related sequences to the primary motor cortex. Now he can be called a great samba dancer. Dance has mingled intimately with the motor primitives in his fundamental motor map. The dance has become part of his being.⁴⁵

Susana experienced the gradual acquisition of expertise when she practiced the martial art tae kwon do through high school and college. She has a brown belt and was once the junior tae kwon do champion of Galicia, the region of Spain where she was raised. She found that in the sparring ring, novice martial artists baldly telegraph their intentions through eye movements and body language. The same is typically true of new magicians, who need to think about their tricks as they perform them, and therefore perform them badly

Accomplished magicians don't need to pay attention to their moves during a trick because the movements come as second nature, as naturally as walking or talking, leaving them free to attend somewhere else. Juan Tamariz jokingly asserts that each spectator is a "telepath." He says that if the magician thinks, even for a brief instant, "Here's where I do the trick," the audience will be able to tell. Thus magicians must be able to perform their routines by rote, without needing to engage any conscious processes. If this is accomplished, the audience won't be able to isolate the critical instant or location of the secret method behind the trick. We all do this in real life to some extent. If you have something to hide from your business partner, spouse, or a law enforcement agent, you will do best not to think about it while in their presence, lest your voice, gaze, or posture give you away

The French Drop or Deceptive Biological Motion

Arturo de Ascanio, the father of Spanish card magic, once said that sleight of hand must be so good that attentional misdirection is not needed, and that the misdirection must be so perfect that sleight of hand is superfluous.

We've talked a lot so far about how magicians misdirect your attention. But what about sleight of hand? How does a magician learn to perform flawless sleights, and are any parts of the maneuver more important than others?

Sleight of hand involves making your hand movements ambiguous so that it looks like you are doing one thing when in fact you are doing another. For example, the "French Drop" is a classic sleight in which a coin is apparently removed from one hand by the other and then moved to another position in space before revealing that the coin has disappeared. The moves take a lot of practice to perfect, but nobody has examined scientifically the critical aspects of the maneuvers, until now.

In this famous vanish, the magician holds a coin in one hand and moves his other hand as if to grab it. But instead of taking the coin, he drops it into the palm of the hand holding it and uses his grabbing hand to provide cover. When he moves his grabbing hand away (which you are sure holds the coin), you soon see that it is empty. In fact, the coin is hidden in the palm of his holding hand in a way that makes the hand seem empty

split the movements into three phases: the Approach phase, in which the grabbing hand is approaching the holding hand; the Mid-Capture phase, in which the grabbing hand appears to capture the coin; and the Retreat phase, in which the grabbing hand appears to move away with the coin.

Which phase is most important to the successful sleight of hand? The Mid-Capture phase, , is critical. subjects usually guessed the final position of the coin when novice magicians performed the trick but not when experts performed it. The same was true for the Retreat phase, though the effect was not as big as in the Mid-Capture phase.

These results suggest that skilled magicians are more proficient than amateurs in making ambiguous hand movements during the Mid-Capture portion of the trick. They are so good that the parts in your brain that perceive biological motion cannot tell the difference between a real grab and a fake grab

a classic sleight in magic—the switchout. She is secretly holding the fragment from the duplicate card—the one inside the Jell-O brain—between her index and middle fingers. Once Scotto's card is completely ripped, Susana then hands Scotto the fragment from the brain card, as if it came from the newly torn jack. Later, when we remove the jack from the brain, Scotto will find that the fragment

he is holding impossibly and exactly matches the missing corner. Pure teleportation!

It took Susana several multihour lessons with Magic Tony, and two or three destroyed decks of cards, to perfect the sleight. She does it brilliantly in the audition, raising her gaze to look Scotto in the eye and misdirecting his attention at the critical time of the switch. Scotto will tell her later that he knew she must be performing a switchout when she ripped his card, but nevertheless he couldn't detect it when it happened

A dovepan is a gimmick made of two nested pans with a large covering on top—roomy enough to hold live birds, birthday cakes, you name it. You can buy them in every magic shop. The magician displays the bottom pan, which is empty. He covers it and then waves his magic wand. The top pan drops down into the bottom pan automatically by virtue of a spring-loaded mechanism that is activated when the top and the bottom pan meet. He then removes the cover. Voilà, a dove flies out. Or a rabbit hops out.

Salt is critical because its ions—sodium and chloride—allow neurons to communicate over long distances

A fake thumb tip—a rubber gimmick that looks just like a real thumb—that was used to sequester the salt inside his left fist. His right hand delivers the fake thumb tip to Susana's waiting gloved left hand. When the undulating duet is done, Steve removes Susana's left glove, which serves to get rid of his thumb tip. Susana is also wearing a fake thumb tip filled with more salt in her right hand, under her glove. At the end of her dance number, she removes her right glove, palms the thumb tip into her right fist, and pours her salt supply into the dovepan.

It appears as if the salt has traveled through two bodies.

in magic, there are no new tricks. Nearly all the illusions you see in modern magic shows were invented in the nineteenth century or earlier by showmen in Europe, Asia, and the Americas. Modern magicians have been updating and elaborating the same basic tricks ever since.

Moreover, magicians have long excelled at engineering. In the second century BC, Heron of Alexandria, a Greek-Egyptian inventor, made temple doors open and close magically during religious ceremonies. The secret mechanism was a predecessor to the steam engine. Magicians also used to be famous for inventing self-operating machines, called automata, with purely mechanical moving parts.

“Heron's Temple.” Heron of Alexandria invented the automatic opening of doors. The secret mechanism, called aeolipile, consisted of a vessel with two curved pipes connected to it. When the water in the vessel boiled, the steam came

out of the tubes, activating a rope mechanism that opened the doors slowly and majestically.

In the mid-nineteenth century, Jean-Eugène Robert-Houdin, who is considered the father of modern magic (and the main inspiration for Ehrich Weiss, better known as Harry Houdini), used his engineering skills as a clockmaker to construct amazing mechanical contraptions that seemed to operate by magic. A device similar to two different famous Robert-Houdin automata called “Orange Trees” is featured in the 2006 movie *The Illusionist*. Robert-Houdin also invented the first electric house security alarm and other Rube Goldberg contraptions such as a three-tiered alarm clock system that set off alarms at different places around the house and at different times while also triggering the release of morning oats to his mare in the barn. Other renowned magicians, such as André-Jacques Garnerin and John Nevil Maskelyne, made important technological advances by inventing the parachute (Garnerin) and the first ribbonless typewriter and the coin-operated lock for vending machines and, unfortunately, pay toilets (Maskelyne)

Robert-Houdin had used sleight of hand to put a wax bullet into the gun of his ‘dupe’, and it broke into pieces when fired. He held a real bullet in his mouth and—voilà, when his dupe ‘shot’ him, he appeared to catch the bullet in his teeth. Easier when he could bring his own gun, trickier to replace bullets in someone else’s gun

Mulholland obliged by writing two illustrated spy manuals. The first describes and illustrates (with delightful drawings) numerous sleights of hand and close-up deceptions for secretly hiding, transporting, and delivering small quantities of liquids, powders, or pills. The second manual describes methods used by magicians and their assistants to secretly pass information. Spies thus became adept at misdirection, change blindness, escapology, and creating cognitive illusions.

By the 1970s, however, attempts to assassinate Fidel Castro with exploding cigars and similar escapades began to embarrass the CIA. In 1973, the agency’s director, Richard Helms, ordered all copies of the classified magic manuals to be destroyed. The results of such chicanery were just too unpredictable.

For decades, rumors of the manuals’ existence circulated in intelligence circles, until parts of them were unearthed and published in the late 1990s and early 2000s. In 2007, a retired CIA officer, Robert Wallace, discovered a complete set of the lost manuals and published them, with the historian H. Keith Melton, under the title *The Official CIA Manual of Trickery and Deception*.

The book reveals that our spies knew about change blindness. An intelligence officer would always park his car at the curb directly in front of his house. On the

day In magic, a larger action covers a smaller action as long as the larger action itself does not attract suspicions. One CIA officer took his dog out for long walks at night (the large action), which gave him numerous opportunities to secretly mark signal sites and service dead drops (the smaller actions). The surveillance teams became used to the pattern and never got suspicious.

Magicians manage “sight lines” to create illusions. Your vantage point in the audience can be used to trick your visual system, as we saw with Vernon’s Depth Illusion in chapter 2. A CIA officer discovered that when he was walking in urban areas, on routes he used frequently, the surveillance team trailing him was always a few steps behind. When he made a right-hand turn on foot, he would be in the clear—“in the gap”—for a few seconds. He used that gap to conduct his clandestine moves, out of sight.

Mulholland also gave lessons on misdirection. In the days when many people smoked cigarettes, he instructed officers to lift a flaming match to light a target’s cigarette while using the other hand to drop a pill into the target’s drink.

To make a miniature camera “disappear” after taking a secret photo, the spies borrowed a magician’s tool called a holdout—a simple piece of elastic that retracts an object up a sleeve. They hid toolkits and micro-film in buttons, coins, boot heels, and suppositories.

Houdini inspired many of the spies’ techniques, including the Identical Twin Illusion (which they called “identity transfer”), which involves disguising two people to look like the same person. One spy went a step further and dressed up in a giant Saint Bernard dog suit so that when he was “taken to the vet” (actually a safe house) he could pass on documents before returning home in the dog suit. A real 180-pound Saint Bernard also lived there

a mentalism puzzle called kirigami, invented by Max Maven. It involves folding and cutting paper with letters of the alphabet to find four-letter words. The volunteers think they are free to find a variety of words, but we have set up the puzzle to force them to choose only two: “cage” and “head.”

We bring out homemade “mind-reading helmets” constructed out of spaghetti strainers adorned with flashing lights and buzzers—they look like Acme bombs purchased by Wile E. Coyote—and each push a secret remote button in our jacket pockets to make the helmets buzz as the volunteers concentrate on their words, which are being “transmitted” through the air to the dovepan.

After three seconds, Susana lifts the cover of the dovepan and what do you see? Why, it’s the confluence of the words “head” and “cage”: our technology has generated the head of the actor Nicolas Cage! (It’s amazing what you can buy on the Internet.)

By explaining how magicians hack the human brain, do we worry that we'll ruin the mystery for everyone else? Will the magic go away?

We have been fortunate to work with some of the world's greatest magicians who have been generous in sharing their ideas about the essence of magic and, yes, often willing to reveal their secrets. The reason is that great magic is not about secrets. Nor is it all about the tricks or the methods behind the tricks. You can find complete descriptions and explanations on the Internet of just about every magic trick ever invented.⁵²

A great magician makes you experience the impossible by disrupting normal cause-and-effect relationships. Sure, he can use secret methods, but his act will be even more magical if you know the secret and yet the impossibility still occurs. Successful magicians hijack your brain's attentional mechanisms without your knowing it—you believe you've been paying attention the whole time. No matter what trick they are doing, the real trick is in your head

Magic manipulates OUR PERCEPTIONS in the here and now—our reality

iPhone app called iForce.⁵⁵ The application presents itself as a drawing program called Doodle v1.2, but it's really a sophisticated trick that uses the iPhone's internal accelerometers to create a mentalism effect based on precognition.

After you buy this app for \$3, you write a prediction on the iPhone screen, using your finger in a painting app. You lay the phone facedown on the table. You ask your friend to choose a number between one and eight. Or to pull a bill out of his wallet. Or flip a coin three times and remember the sequence of heads and tails.

You then ask your friend to tell you the number, show the bill, or reveal the coin toss sequence. You turn the iPhone back over, and—will wonders never cease—that is exactly what you wrote on the screen. It might be seven, \$20, or tails, tails, heads. Your prediction was correct.

The app works because when you appear to be making the prediction, you are really running two fingers side by side down the face of the iPhone, and that opens a secret screen in the program. You select what type of trick it is (numbers 1–8, type of bill, coin toss, and so on) and then set the phone facedown as if to hide your prediction. When you flip the phone over to reveal the prediction—note that there are only eight possible answers to the questions—you can flip it to the left or right, over the top or the bottom, fast or slow. In other words, you have eight possible ways of flipping the phone faceup, depending on your friend's answer.

The phone interprets the way it is being flipped, and the iForce app draws the correct response on the screen.

Like holding a stick a certain way to ‘inform’ your accomplice about something e.g location of dupes ‘selection’, a number etc...so long have finite options, and a ‘tell’ for each e.g how hold stick, words used, body language etc for each potential choice, can always ‘con’ dupe.

the famous Cups and Balls, a sleight of hand that was performed by Roman conjurers as far back as two thousand years ago. The trick has many variations, but the most common one uses three balls and three cups. The magician makes the balls pass through the bottom of cups, jump from cup to cup, disappear from a cup and turn up elsewhere, turn into other objects, and so on. The cups are usually opaque and the balls brightly colored.

Teller recalls that one day he was sitting in a diner in the Midwest with Penn, fiddling with an empty water glass and wadded-up paper napkins for balls. He turned the glass upside down and put a ball on top, then tilted the glass so that the ball fell into his other hand. The falling ball was so compelling that it even drew his own attention away from his other hand, which was deftly and automatically loading a second ball under the glass. He was so well practiced that he no longer needed to consciously control his hands. In fact, Teller found that the sleight happened so quickly he himself did notice...Teller further realized that all of this took place despite the fact that he should have been able to see the secret ball as it was loaded under the cup. Its image was on his retina, but he nevertheless missed it because his attention was so enthralled with the falling ball. He surmised that if it worked for him with a transparent cup, it would work with an audience. The transparency of the cups would make the trick all the more magical to the audience. And that is how Penn & Teller came up with the idea for a cups and balls routine using transparency. They claim that their version of the trick violates four rules of magic: don’t tell the audience how the trick is done, don’t perform the same trick twice, don’t show the audience the secret preparation, and never perform cups and balls with clear plastic cups. The exposure is what makes this trick a superstar

The discovery of inattentional blindness and change blindness in recent decades (detailed earlier in chapter 5) has greatly advanced the cognitive sciences. Magicians evidently knew implicitly about these phenomena for centuries, judging from the design of their tricks, and so scientists have been inadvertently reinventing the wheel. By studying magic, scientists could have made these advances earlier. We propose that the study of magic is now poised to help to derive new principles to optimize attentional resources in people with cognitive decline, as well as to create heuristics to improve education in our schools

We love being fooled, even though we have read explanations of many of the tricks. Experiencing a master magician fling our attention around like a fly

fisherman's lure, forcing us to strike at the morsel and then reeling us in, is unlike any other cognitive experience

mirror neurons. Recall that these are the brain cells that become active when you carry out an action and when you observe another person carry out that same action. When you wave good-bye, mirror neurons in your premotor cortex fire away. When you watch someone else wave good-bye, those same neurons fire, but you don't move your body. In other words, mirror neurons link action and perception.

Your mirror neuron system gets more active the more expert you are at an observed skill. When pianists listen to someone else's piano performance, the finger areas in their primary and premotor cortex increase above their baseline activity. Their mirror neuron systems automatically run the performer's keystrokes in emulation. The same thing does not happen in the brains of nonmusicians. While they can certainly appreciate the music deeply, their experience is inevitably shallower than the pianist's in at least one way, because they are not experiencing what it is like to actually produce it.

The same goes for athletics: the better your own skills, the more deeply you understand the skilled performances you witness. For example, when classical ballet dancers and experts at an Afro-Brazilian art form that combines martial arts and dance called capoeira watched video clips of each kind of dance, the dancers' brains showed distinct patterns. Both disciplines require exact limb positions, choreographed movements, extreme muscle strength, and years of practice. You would think that their mirror neuron activity would be equivalent, yet when ballet dancers observed capoeira movements, their mirror neuron activity was weaker compared to when they watched other ballet dancers—and vice versa. The actions you mirror most vividly are the ones you know best.

We are willing to bet that the same holds true for magicians. If Teller watches Mac King perform a fake coin toss, his mirror neurons are going to have robust responses. If an ordinary muggle watches Mac do the same trick, she will be entertained, but we suspect her mirror neurons will not respond as strongly.

Now imagine that everybody in the world could perform one trick and perform it well. Would magic suffer from this vast increase in exposure? Would ticket sales to shows fall? On the contrary, the more you learned, the more interesting magic would become, because you, and your brain's motor control pathway, would empathize with the activity more deeply.

Illusions are not exceptions and they are not necessarily mistakes. They are integral to perception and represent fundamental aspects of your visual and cognitive processing. They are adaptive shortcuts that your brain makes to speed

up such processing, or reduce the amount of processing necessary to provide you with the information you need to survive and to thrive, even if the information isn't technically accurate.

Try this for yourself: look at this page indoors, and then take it outside and look at it under direct sunlight. It's remarkable in that it's unremarkable. The page looks exactly the same—black letters on a white background. But how can that be? Depending on the nature of your indoor lighting, there is about one million to twenty million times more light⁵⁶ under direct sunlight than indoor light. Outside, there are millions of times more photons reflecting off the black letters than there were off the white paper inside, so why don't the black letters, when outside, look brighter than white?

Furthermore, the colors of the photons (the distributions of wavelengths) are probably different inside and outside, too. Your visual system can see color and brightness only as a function of the numbers of photons and their wavelengths that fall upon your retinas. Thus the page cannot possibly be “white” both inside and outside.

If the photons inside and outside are so different (and we assure you that they are), why does the page look the same in both environments? The answer is that your visual system massages the visual data with two processes called brightness constancy and color constancy, so that the page looks the same to you under very different lighting conditions. But this is an illusion, which means the physical reality doesn't match your perception. In reality, the book has a different physical appearance⁵⁷ in each environment, even though you see it as the same.

Visual illusions help you survive in a visually complex world when you exit from the cave. They help you recognize ripe versus unripe fruit in the tree or by firelight. Similarly, cognitive illusions help keep you alive. You make assumptions, confabulate memories, and attend to only one thing at a time, because it's an efficient way to navigate the world and to find the resources you need. It's more efficient than the alternative, which is to try to process everything you encounter. Accuracy is usually not needed and it's difficult to achieve. You'd need a much bigger head to hold a brain large enough to be always accurate, and humans already have enough of a problem with childbirth

Mac King, who does such a fantastic fake coin toss. He's so quick you can't catch him doing it. Mac has shown us how he does it, and it looks almost identical to a real coin toss. He can toss the coin (or fake it) for many repetitions before we're able to tell a real toss from a fake toss

Apollo Robbins intuitively that, in some circumstances, a curved motion is more effective than a straight motion for misdirection, whereas straight motion is more

effective than curved motion in other situations. One underlying neuroscientific hypothesis is that curved versus straight motion results in different types of eye movements and that those eye movements have different effects on attention. If this is correct, Apollo's insight may reveal an important new perspective on the relationship between cognition and the oculomotor system.

Magic profoundly manipulates the nature of our conscious experience. As such, it holds the promise of revealing some of the most compelling scientific discoveries

The neurobiological study of consciousness

The Large Hadron Collider to examine the Higgs boson, the ephemeral particle that is the very basis of mass

Spotlight of attention means we ‘miss’ stuff outside of it

Your visual system has a spotlight of attention. It's the region of your visual perception in which you enhance everything that occurs. But the principle holds true for hearing, touch, other sensory systems, and even cognitive functions—for everything your brain does. Your spotlight is directed to a region of your cortex and enhances the activity carried out in that region.

But attention exercises another effect in your brain, too. It not only increases the neural signals at the center of your spotlight, it also suppresses the activity in the surrounding region. In the visual system this can create a so-called center-surround attention focus in your visual field. You see better at the center, while the surrounding items are suppressed.

In your touch system, attention creates a center-surround spotlight on your skin. Apollo Robbins's tap on your shoulder forces you to pay attention to that particular location, while suppressing the more subtle sensations produced by the removal of your wristwatch a few feet away. And in the cognitive areas of your brain, attention creates a center-surround region in whatever type of space is being computed by that region. You may fixate on a given idea and suppress all others that might compete

The spotlight affects visual processing from the very first stages of the visual pathway, signifying that it is a very important factor in what you see and don't see. We believe it also determines what you hear, feel, and are aware of in a magic show, and indeed in the rest of your waking life.

Our studies further show that the harder you try to attend to something, the more you enhance it and the more you suppress surrounding information. This

suppression versus enhancement dynamic gets really interesting when you think about decision making and the role of intuition versus rational thinking

MHR very Zen...focus on here and now...and broaden the spotlight of attention...so much that it becomes universal...overwhelms mind...maybe source of feelings of 'one-ness'...prevents 'individuation'... for real, or just an artefact i.e feeling due to the mind losing focus / becoming overwhelmed with data...as Don Juan Matthis suggests in his Indian initiations...unfocussed watching / observing...overwhelms...lose sense of 'self'...and actually 'see' what there...which is possibly just E M soup...MHR...

Apollo Robbins is onstage with Susana, discussing magic and the brain at the Chicago Cultural Center. He's stuffing a large silk handkerchief into his fist. With one eyebrow raised à la Dr. Spock, he's showing the audience how their angles, meaning their sight lines, are critical to successful magic. The audience feels as though it is learning secret magic techniques. It's exposure as entertainment.

When the silk is fully crammed, Apollo opens his fist and, voilà!, the handkerchief has been transformed into an egg. He then pulls the silk from his hip pocket, as if the silk had magically transported itself there from his hand.

"It's an easy trick," he explains. "All you need is a fake egg and two identical silk handkerchiefs." He turns the egg around and reveals that it has a hole into which he stuffed the silk. The crowd laughs as he slowly pulls the stuffing back out through the hole.

"Here's why the angles are important. First, the setup," Apollo says. He refolds one of the silks and puts it in his hip pocket, along with the fake egg. He puts the other silk in his jacket breast pocket. He is now set to repeat the trick.

"Step one, I palm the egg," he says as he secretly extracts the egg from his pocket. "But you can't see that from where you're sitting." His hand is in an ice-cream cone eating position, egg tucked neatly within. "Then I take the silk from my breast pocket and stuff it into the egg like this." Again he stuffs the silk into his fist. "Make sure nobody is behind you or has an angle that allows them to see the egg in your hand."

"Here's the egg just like before," he says, opening his fist. The silk is gone, as expected. "But if you look closely, you can see there's another way to keep people from seeing the hole." He now turns the egg, revealing the small opening. Then, to everyone's amazement, he peels the hole off the egg, showing that it was not an actual hole but a sticker. Yet the handkerchief is gone! Apollo now

removes the silk from his hip jacket pocket and flicks the sticker away. To prove that the egg is real, he grabs a glass from the table, and cracks the egg into it.

Magicians call the silk-to-egg trick a sucker trick—the magician does a trick and then apparently exposes its secret method, only to immediately show that the explanation was bogus. It's similar to apparent repetition except now the audience thinks it knows how the trick is done. Sucker tricks are based on apparent exposure, rather than the actual exposure done by the Masked Magician

MHR WTF !!!!! Cult of Judah propaganda at its height!: Christopher Chabris and Daniel Simons in their 2010 book, *The Invisible Gorilla*, argue that you should rely on deep rational thinking, not your intuitions,???? to guide your decisions. For example, some parents choose not to vaccinate their children because of their deeply held intuition ??? since when was it intuition? All of it was due to research and statistics...what a stupid obvious lie...how could it be intuition? Why would anyone link vaccination for typhus with autism? ...what rampaging b.s...that vaccinations lead to autism. Chabris and Simons argue that the apparent link is no more than an illusory correlation ???. Rational examination reveals that there is no causal relationship between vaccinations and autism??? Really??? How could 'scientists' who wrote this book on magic include such rampant propaganda? Paid to include it? An editor 'suggested' it???

In terms of its underlying brain mechanism, an intuition may result from weak neural activity in a given brain circuit. The activity is not strong enough to be accessible to your logical mind and drive your rational decision-making processes.

Brain signals can be weak for a number of reasons. The information coming from your sensory or memory systems is sketchy, as in black art, where the contrast between an object and the background is so low that the object is for all intents and purposes invisible.

Or brain signals may be weak because your attentional mechanisms suppress otherwise strong signals. For example, when Apollo Robbins pulls a quarter out of your breast pocket and moves it elegantly along an arc across your face, you follow it the way a tennis spectator follows the ball. You miss that Apollo simultaneously removes your reading glasses from the same pocket, directly under your nose, even though the image of his stealing hand is falling directly on your retinas

You are not only influenced by your biases, expectations, and assumptions, but you also actively suppress and ignore critical information. Conversely, the vaguest intuitions and gut feelings usually become accessible to your "rational" mind when you cast your attentional spotlight on them, making them more salient

and easier to examine...MHR subtle cues / tells trigger your suspicion, though 'can't put finger on it at the time'...

when you are confronted with the uncertainty of a complex decision with lots of variables, you cannot always anticipate what will turn out to be most important factor, because of the suppressive and enhancing effects of your own attention. To overcome this, you must cast your attentional spotlight over each detail of the decision in turn, even if some initially appear insignificant or ephemeral. Reasoning things through is critical, but so is addressing your intuitions, so that your attentional spotlight can focus on each morsel and bring it forward for analysis. Only then will you be able to see the whole picture.

MHR people are lazy, want what they want, decide to 'overlook' things that would prevent them having what they want e.g animal products, so U.K govt. 'Brexit' bill deprived animals, legally, of having any 'feelings' or 'emotions' or 'being able to suffer pain', as the German etc occupational governments just make 'the holocaust' etc 'legal reality'...to avoid debates they could never win...

Magicians know that multitasking is myth and so they use a "divide and conquer" approach with attention. They split your attention so you cannot concentrate fully on any part of the stage at a given time. When you have a long list of things to do, you may feel tempted to do two or more tasks simultaneously, such as answering e-mails while attending a staff meeting. Chances are you will do neither task well. For your best performance, do one thing at a time.

MHR Bewilderment / confusion ... set up controlled oppositions to divide your attention, ensure you can never stay focused on a topic, like the news...or Alex Jones suddenly 'leading' the conversation away from the crucial and valid point the guest just made...and sometimes both guest and Jones both working for same side ... so your 'trusted' guest is just as likely to lead you astray, even though appears to be 'battling' with Jones i.e WWF...

Magicians know that memory is fallible and that the more time that has elapsed between the acquisition and the recovery of that memory, the less accurate it is. Know this about yourself and keep records of important information and conversations immediately after they happen. MHR which I used to do...take notes during and after interactions...and recall public service meetings where people were given the chance to 'edit' what they'd said, to ensure it was 'accurate' !!!!

Even though magicians make mistakes all the time, they set them aside and keep moving forward, and the audience hardly ever notices. You should do the same. MHR most of 'embarrassing yourself' is due to calling attention to your 'faux faux' yourself...most people exaggerate in their own minds how 'embarrassing' it really was for 'others'...unless YOU draw attention to it, most people overlook

it...YOU are focused on you, they are NOT...remember that...musicians, comedians, public speakers, performers...you know what 'perfect' was to be, they don't...they hear what you played, not what you didn't 'manage' this time around...they don't have the 'ideal' version in their heads...so they don't compare what you do manage anywhere near as unfavorably as YOU do...

Some salespeople and psychics will "read your mind" by telling you exactly what you want to hear. That is why we have 'pre-selected' candidates and 'Cambridge Institute' research and 'data mining'...so future Cult of Judah pre-selected candidates can tell you what the research has discovered (from your facebook, twitter, youtube, etc etc accounts) exactly what you, and people like you, want to hear...they actually will narrow it down to the 'swing voters' in a district, research what they 'want to hear', then feed their candidate /clients exactly that...to get the vote of the few thousand people in each electoral district that actually 'decide' the outcome (where rigging and ballot box manipulations haven't already ensured victory for the preselected Cult of Judah nominee)...in some cases a few votes can decide...and those few voters will be approached directly...it is as if 'the candidate was speaking directly to MY desires!!!'...of course what they say, and what they do, e.g no war, and immediately, we are at war...are totally different things...but once voted in, they have 4 or so years to continue the swindle...and who wants to admit their 'own' candidate is a fucker? How would that reflect on THEM, the voter???

Magicians use humor and empathy to lower your guard. If you sympathize with a magician, you will enjoy yourself more and be less vigilant about catching the secrets behind his magic. When negotiating interpersonal, professional, or business relationships, do as a magician and disarm with charm

Each spectator is a "telepath." If you have something to hide from your business partner or spouse or a law enforcement agent, you will do best not to think about it while in their presence, lest your voice, gaze, or posture give you away.

Magicians know that attention enhances one small part of the world, while suppressing everything else. When making a difficult decision such as hiring somebody or taking a job offer, make a list of all the tidbits of information you have, no matter how unimportant they may seem. Then sequentially focus your full attention on each item and consider them each individually and fully. Carefully consider the ramifications of each fact and each feeling or intuition you may have. In turn, your attentional processes will enhance each particular issue, while suppressing all other information. Once you reach the end of the list, you will have a full picture based on both the hardcore facts and your gut feelings. You will be ready to decide

"the sky is filled with stars": All celestial bodies, including galaxies, project dots of light smaller than any photoreceptor in your eye. But then how is it that some

stars appear bigger than others? The answer is that some celestial bodies are so bright that the extra light they produce reflects off the back of your retina. This reflection in turn excites many more photoreceptors in a larger circular area. The result is that bright stars seem larger.

Your left eye and right eye convey slightly different views of the world to your brain. If you close your left and right eyes in rapid succession and look at an object, you will see that the object shifts left to right. With both eyes open, your brain triangulates these two images into a single stereo image, which gives you a sense of depth. This is the principle behind stereo-depth illusions

the information from each eye remains segregated at the level of your optic nerves. We also know that visual information from your two eyes converges onto the same neurons in your primary visual cortex. This means that certain neurons in this brain region can respond to stimuli from either eye or both eyes. They are binocular

But where in the brain does vision, based on both eyes, come together? Where is the depth of each object in the scene computed? Where do the images fuse into one seamless experience? We know these things must happen. Otherwise we would have double vision instead of depth perception. In our own labs, we have found that the processes used to derive stereoscopic perception must arise several levels above the primary visual cortex in the visual hierarchy. Finding the exact location is an area of active research. Stereopsis contributes to Vernon's trick, too, because your two eyes see your card pushed into the deck from different angles. Your brain triangulates these two different retinal images to compute the depth of the card within the deck. It's an illusion, but stereopsis confirms that the card is mid-deck.

"Dancing Bar" ... read it again...did you 'read', like me, 'dancing BEAR' the first time?

Having a spotlight of attention dissociated from your center of gaze is that it enhances your ability to deceive others. Having a roving spotlight of attention that can point away from your direction of gaze allows you to hide what you are paying attention to (a potential food source, a desirable mate) from competitors. Marc Hauser at Harvard University has shown that monkeys will intentionally look away from hidden food sources in order to mislead other monkeys away from their stash.

Species use deception to maximize survival and reproductive success. Some birds will feign having a broken wing to lure a predator away from the nest: a form of misdirection. Such pretense of weakness is an old strategy in human warfare. **Sun Tzu wrote in The Art of War more than two thousand years ago: "All warfare is based on deception.** Hence, when able to attack, we must seem

unable; when using our forces, we must seem inactive; when we are near, we must make the enemy believe we are far away; when far away, we must make him believe we are near. Hold out baits to entice the enemy. Feign disorder, and crush him.” Other animals rely on camouflage and mimicry for deceptive purpose.

“Did you see the unicycling clown? Inattentional blindness while walking and talking on a cell phone,” Applied Cognitive Psychology

MHR people IMAGINE they are ‘paying attention’ e.g to the road conditions / driving, when literally impossible to attend to two different actions at same time...enter ‘trance’ for one...i.e fail to see what there...imagine you are ‘looking’ but you are NOT seeing...

The British mentalist and magician Derren Brown loves change blindness and has made several video clips of the trick in London settings, based on the original Simons videos

Researchers at the University of British Columbia in Vancouver—linguistics professor Bryan Gick and his student Donald Derrick—found that perception of certain sounds relies, in part, on being able to feel these sounds. Their paper was published in *Nature*, November 26, 2009.

Your ears can also fool your eyes: L. Shams, Y. Kamitani, and S. Shimojo (2002), “Visual illusion induced by sound,” *Cognitive Brain Research* 14: 147–52.

In the same vein: V. Jousmaki and R. Hari (1998), “Parchment-skin illusion: Sound-biased touch,” *Current Biology* 8(6): R190

synesthesia: R. E. Cytowic, *Synesthesia: A Union of the Senses*, 2nd ed. (Cambridge, Mass.: MIT Press, 2002); R. E. Cytowic, *The Man Who Tasted Shapes* (Cambridge, Mass.: MIT Press, 2003); R. E. Cytowic and D. M. Eagleman, *Wednesday Is Indigo Blue: Discovering the Brain of Synesthesia* (Cambridge, Mass.: MIT Press, 2009); J. E. Harrison, *Synaesthesia: Classic and Contemporary Readings* (Oxford, UK: Blackwell Publishing, 1996); A. N. Rich and J. B. Mattingley (2002), “Anomalous perception in synaesthesia: A cognitive neuroscience perspective,” *Nature Reviews Neuroscience* 3(1): 43–52; E. M. Hubbard and V. S. Ramachandran (2005), “Neurocognitive mechanisms of synesthesia,” *Neuron* 48(3): 509–20; J. Simner, C. Mulvenna, N. Sagie, E. Tsakanikos, S. Wittehrby, C. Fraser, K. Scott, and J. Ward (2006), “Synesthesia: The prevalence of atypical cross-modal experience,” *Perception* 35: 1024–33.

Neuroscientists have identified at least fifty-four varieties of synesthesia:

‘Lost’ t.v show premise that if they didn’t push the button, the world would end, could ONLY be tested by waiting to see if the world ended...NO other way to know...!!!

Oxytocin causes us to empathize with others: A recent study indicates that oxytocin is not all touchy-feely. Experimental subjects who inhaled oxytocin while playing a competitive game in the laboratory experienced stronger feelings of envy and gloating than subjects exposed to a placebo. The researchers speculated that oxytocin might intensify social emotions in general, leading to generosity and trust in positive situations and to envy and gloating in competitive scenarios. MHR all back to David Hume i.e the ‘power’ of any emotion absorbs the power of the competing emotion, when one ‘tips the balance’ and is acted on / processed e.g self-interest Vs envy can lead to malice or goodwill, depending on which ‘wins the day’...so the power of ‘bad’ can enhance the ‘good’...if it wins...or vice versa...the bad becomes stronger...depending on the ‘dominant’ motive / emotion / feeling / desire / instinct / computation etc...

The sheikh nearly fainted: In 1856, Louis-Napoleon asked Robert-Houdin to convince certain Arab chieftains that the French war machine had magical powers. Religious tribal leaders called marabouts, who used magic to control their followers, had advised their chieftains to break with the French. Napoleon wanted Robert-Houdin to convince the Arabs that French magic was stronger than Arab magic—thus avoiding a war in Algeria. One evening in a stifling hot theater in Algiers, Robert-Houdin demonstrated his powers to the assembled chieftains. He produced a cannonball from a hat. He passed around an inexhaustible bottle that dispensed hot coffee. But his *pièce de résistance* was issued as a challenge: “I can deprive the most powerful man of his strength and restore it at my will,” said the French magician. “Anyone who thinks himself strong enough to try to experiment may draw near me.” A muscular man approached. “Are you very strong?” “Oh, yes.” “Are you sure you will always remain so?” “Quite sure,” the man replied. “You are mistaken,” said Robert-Houdin, “for in an instant I will rob you of your strength and you shall become as a little child.” Pointing to a small wooden box, he said, “Lift up this box.” The man lifted the box and laughed. “Is that all?” Robert-Houdin said “Wait!” and then, making an imposing gesture, “Behold.” He waved his magic wand. “Now you are weaker than a woman. Try to lift the box.” The man tried. He pulled with all his might. Sweat poured down his face. He tried to rip the box apart, to no avail. You see, the box contained a powerful electromagnet, which exerted a force unknown to the marabouts. Robert-Houdin then delivered an electric shock to the man, who ran screaming off the stage. With this display of French supernatural power, the rebellion was put down.

Contrary to the gambler’s fallacy, **a roulette number that has occurred more often in the past may be more (rather than less) likely to recur in the future.**

The reason is that no roulette wheel is perfectly manufactured. Real-life wheels are sometimes slightly biased, and they will have very small tendencies to land more on certain numbers. In the early 1990s, the Pelayos, a family of Spanish gamblers, secretly recorded roulette results for extended periods of time in Spanish, Dutch, and even Las Vegas casinos, and they successfully predicted that some numbers were slightly more likely than others to come up. They quickly amassed a small fortune, and just as quickly were banned from further casino play.

Magic secrecy fundamentally ended in the sixteenth century, with the publication of *The Discoverie of Witchcraft*. This book, which reveals that performance magic is achieved by natural means, was intended as an argument against the existence of witches, and as a protest against witch hunts. Today, the magic publishing industry is huge. Amazon.com currently sells 79,119 books on magic (almost seven times more than “romance novels,” currently 11,653 on the Amazon site). That’s not even counting the instructional DVDs. Many more YouTube videos disclose magic tricks and provide step-by-step instructions on how to perform them.

Crick, the codiscoverer of the double helix, wrote the first popular book on the subject of consciousness, *The Astonishing Hypothesis* ??? WTF why is David Hume totally neglected by psychology / cognitive science, when HE was the true founder of the ‘science’ ??? cult of Judah in Rome much?

NOTES FROM 'BELIEFS: PATHWAYS TO HEALTH AND WELL-BEING BY ROBERT DILTS, TIM HALLBOM AND SUZI SMITH

ACTUAL TRANSCRIPTS OF EFFECTIVE INTERVENTIONS ETC...

INCLUDING Reimprinting WHICH IS THE CULT THING

rapidly and effectively identify and remodel limiting beliefs

change beliefs and thought processes per se ...

NAMES LIKE Aristotle, Sigmund Freud, Konrad Lorenz, Fritz Perls Milton Erickson, Virginia Satir, Gregory Bateson, and Timothy Leary; . John Grinder and Richard Bandler ALL CLEARLY MASSIVE CONTRIBUTORS TO THE FIELD...

MHR WHY NO-ONE EVER GIVES DAVID HUME THE CREDIT AS A FOUNDING FATHER OF PSYCHOLOGY I.E OUR ENTIRE NOTION OF 'REALITY' AS CONSTRUCTED ... THUS PRONE TO ABUSE BY DELIBERATE 'ENGINEERING'?

DEPRESSING TO READ THE USUAL LIST OF 'THANKS' FROM AUTHORS TO ALL THOSE WHO HELPED / CONTRIBUTED TO THEIR PROJECTS...WHEN I HAVE ZERO SUPPORT FROM ANYONE, EVER...IN ANY FORM...WHICH SHOULD HELP YOU COMPREHEND MY GENUINE INDEPENDENCE FROM ANY ESTABLISHED CULT, OR EMERGING CULT...ORGANISATION, SCHOOL OF THOUGHT, IDEOLOGY... LIKE DAVID HUME, PROBABLY THE MOST INDEPENDENT AND PRODUCTIVE THINKER OF ALL TIME, I DID THIS ALONE...WITHOUT ANY 'DEADLINES', APART FROM THE FEAR OF NOT BEING ABLE TO

FINISH 'IN TIME' FOR ANYONE TO BENEFIT...IT IS ALREADY TOO LATE TO PUBLISH ... JUST LIKE DAVID HUME'S BEST WORK...DANGEROUS TO WRITE...AND WILL BE CENSORED, AND NEVER REWARDED EXTRINSICALLY... AND I DO NOT WANT TO BE A ROLE MODEL TO ANYONE ELSE, I WOULD NEVER WANT ANYONE TO LIVE MY LIFE...ENDURE IT...THIS WAS 'UNFAIR' AND 'INJUST' TO EXPECT ANYONE TO WORK FOR NOTHING BUT CRITICISM, REJECTION, ABANDONMENT, DISAPPROVAL, THREAT OF TORTURE AND IMPRISONMENT, FATES WORSE THAN DEATH...NO-ONE SHOULD BE EXPECTED TO SACRIFICE FOR OTHERS, WITH NO REWARD...SO AS A ROLE MODEL I FAILED...THERE MUST BE BALANCE IN EVERY LIFE BETWEEN THE SOCIAL AND THE PERSONAL, THE PRIVATE AND THE PUBLIC, THE SATISFACTION AND THE SACRIFICE / ENDURANCE...THE PLEASURE AND THE PAIN...WITH EACH BEARING A FAIR SHARE OF COSTS AND OF BENEFITS, OR REWARDS AND BURDENS...SO IN EVERY WAY I WILL FAIL...EXCEPT IN THE PRODUCT...THE ACTUAL MATERIALS I WRITE...THEY HAVE SUCCEEDED BEYOND MY WILDEST DREAMS...I NEVER EXPECTED TO BE SO CLEVER, TO BE SO LUCID, SO AWAKE...SO SHOCKINGLY AWAKE IT IS JUST OVERWHELMING...TO BE IN REALITY.... WHATEVER IT IS...AWAKE...AWAKE...SO PLEASE, IF YOU DON'T 'GROK' MY WORK NOW, PLEASE KEEP COPIES SAFE SOMEWHERE, SO MAYBE ONE DAY WHEN SOMEONE ELSE OTHER THAN ME AND DAVID HUME ARE READY, THESE MATERIALS WILL BE AVAILABLE, TO ALLOW A MASSIVELY STEEP LEARNING CURVE, AND SUDDEN EXPLOSION OF AWARENESS, OR AWAKENING...SOME TIME, AFTER THIS JEW WORLD ORDER HAVE EATEN ITSELF ALIVE...AND THE FEW REMAINING EMBERS OF HUMANITY MIGHT BE BLOWN BACK INTO LIFE, INTO FLAMES...SERIOUSLY, IF THE WORLD ONLY SAVED ONE SET OF ONE AUTHORS BOOKS, THEN I WOULD WANT IT TO BE MINE IF I WAS THE PERSON IN FUTURE INHERITING THAT ONE SET OF BOOKS...THAT IS WHY I WROTE THEM...AND WHY I NEVER ALLOWED MYSELF TO TAKE TOO MUCH PRIDE IN THEIR PRESENTATION...I COULD WRITE EVERYTHING SO MUCH BETTER...BUT THEN THE VOLUME WOULD BE SO REDUCED...I'D NEVER GET TO EXPRESS AND LEARN ALL THAT I COULD HAVE, BY BEING TOO PROUD TO PUBLISH MY 'DRAFTS' ... SO I MISS OUT ON SHOWING YOU JUST HOW GOOD I CAN WRITE / COULD WRITE...MUST SACRIFICE MY PRIDE IN MY CRAFT...IN ORDER TO GET THE INFORMATION OUT...THE IDEAS...THOUGH IT IS A HOLISTIC WORK...AND MOST OF MY BOOKS ARE BEYOND MY EXPECTATIONS ... SURPRISE ME...I DIDN'T EXPECT I HAD SO MUCH IN ME...BUT OF COURSE I DID EXPECT I WAS 'SPECIAL' ... ENOUGH TO

SACRIFICE SO MUCH TO EXPRESS WHAT IT WAS THAT MADE ME SPECIAL...AN HONESTY...INTELLECTUAL HONESTY AND PURITY OF PURPOSE... BUT IT WILL ALL BE ABUSED BY THE CULTS...INTERPOLATED WITH GARBAGE...OR IGNORED AS 'TOO DANGEROUS AS TOO HARD TO CORRUPT'...LIKE HUME...I GUESS MY ONLY FRIEND ON THIS PLANET...MY ONLY EQUAL...BUT EVEN HE WAS FOR USURY, SO GO FIGURE...ANYWAY, HE WAS A SUCCESS, I WILL DIE A TOTAL FAILURE, IN THE WAY THE WORLD DEFINES IT...AND AS A TERRIBLE ROLE MODEL OF IMBALANCE I.E OF HAVING GIVEN TOO MUCH, SACRIFICED TOO MUCH, PAID TOO MUCH, WORKED TOO HARD, ACCEPTED TOO MUCH... BUT PERSONALLY, I FEEL PRIVILEGED TO HAVE HAD THE GREATEST LUXURY OF ALL...ACCESS TO INFORMATION...TIME TO DIGEST IT...TIME TO WRITE / COMPOSE... TO SAVE MYSELF IF NO-ONE ELSE...AND TO WORK FOR THINGS I BELIEVE IN...IN THAT WAY A REAL ROLE MODEL...WORKING TOWARDS A GENUINELY PRODUCTIVE MODEL PER SE..THE MODEL OF TRUTH, JUSTICE, BEAUTY...HONESTY...INTELLECTUAL COURAGE... FUCK I HOPE I GET TO FINISH, AND 'PUBLISH', AND SOME OF THE 'GOOD PEOPLE' READ AND SHARE THIS...AND THEN I GET TO DIE BEFORE THEY CAN TORTURE ME FOR BEING SO GOOD, FOR OPPOSING THEIR EVIL....ANYWAY, LETS HOPE DEATH IS THE END OF THIS TORTURE... 'EVEN THIS MUST END' ...BUT SAD, BECAUSE BILLIONS OF SENTIENT BEINGS WILL GO ON SUFFERING... WHY? BECAUSE OF THEIR DNA? MAYBE...IS THERE ANY FREE WILL? IS SCHOPENHAUER RIGHT? BUDDHA RIGHT? TO LIVE IS EVIL....L.I.V.E E.V.I.L, I MEAN, LOOK AT IT, THE WORDS...REFLECTIONS...ANYWAY, I THINK WE CAN DO MUCH BETTER, WHATEVER OUR INHERITANCE...AND MY LIFE'S WORK HAS BEEN TO FIND THE PATH, BEAT IT, PUT UP SIGNPOSTS, AND HOPE SOMEONE WITH THE SAME CHARACTER / NATURE / ABILITY AND MOTIVES FINDS THE POWER TO REALISE THE EDEN PROTOCOLS...ETC...

WHAT WE BELIEVE / OUR BELIEF 'SYSTEMS' DEFINE OUR 'REALITY' AND EXPERIENCE OF WHATEVER IS 'OUT THERE' I.E ELECTROMAGNETIC SOUP... CULTS CONTROL OUR BELIEFS...IMPOSE BELIEFS...DEFINE OUR REALITY...PUNISH US FOR 'DIVERGING' FROM THEIR IMPOSED 'ORTHODOXY' / 'MODELS' / DOGMAS / ARTICLES OF FAITH... JUST LISTEN TO THAT RABBI....A FUCKING DELUDED RETARDED IMPRISONED SOUL...GRASPING AT DOGMA AS THE ONLY WAY TO STOP HIM FALLING INTO THE 'ABYSS' OF HONEST REALITY...UNKNOWINGNESS... WILLING TO ENSLAVE HIMSELF, AND

EVERYONE, TO AVOID HAVING TO 'COME DOWN' TO THE LEVEL OF THE SKEPTIC, FROM HIS 'PERFECT' DELUSION OF SIMPLISTIC ILLUSION...BUT WITH THE VERY WORST OF INTENTIONS...EVIL...HE IS PURE EVIL...THE SMUG, SELF-SATISFIED FACE OF PURE EVIL...NOT PERSONAL MALICE EVEN, WHICH IS EVIL ENOUGH, BUT A BUREAUCRATIC CULT EVIL...A FORMULA FOR EVIL...FOR SLAVERY...OF EVERYONE...COS SOMEONE SAID SO...THEY EVEN WROTE IT DOWN IN A BOOK...FUCKING RETARD...SLAVE...

BELIEFS IMPACT MOTIVATIONS AND BEHAVIORS / ACTIONS...SO THEY ARE AS REAL AS ANYTHING...BUT PURELY SUBJECTIVE, AND TOTALLY 'IN OUR HEADS'...IMAGINE THAT... THE MOST INSUBSTANTIAL THING IN 'REALITY' LEADS TO MASS MURDER, MISERY, ENSLAVEMENT, DESTRUCTION, TORTURE... MERE 'IDEAS' WITH ZERO 'SUBSTANCE' RESULT IN THE GREATEST CATASTROPHES WE'VE EVER SUFFERED... BELIEFS... SO SURELY WE MUST LEARN HOW TO AVOID BEING PROGRAMMED / TRICKED / CONDITIONED....JUST AS THE SLAVE MASTERS SEEK TO LEARN HOW TO DO THESE THINGS....???

BUT OF COURSE YOU IMAGINE YOUR 'BELIEFS' ARE SIMPLY 'REALITY'...FUCK, YOU'RE TOO CLEVER TO EVER HAVE BEEN TRICKED, EVEN AS A BABY...RIGHT...WE'RE ALLL FUCKING GENIUSES WHO CANNOT BE DECEIVED BY ANYONE...WE 'KNOW' WHAT WE 'KNOW' TO BE TRUE...FUCK NO WONDER WE ARE ALL SLAVES...

GETTING 'BELIEFS' TO CORRESPOND MORE CLOSELY WITH 'OBJECTIVE REALITY' WHATEVER THAT IS, WILL MEAN OUR ACTIONS ARE MORE APPROPRIATE AND PRODUCE MORE DESIRABLE OUTCOMES...OUR BELIEFS PRODUCE OUR ACTIONS WHICH PRODUCE OUR MAN-MADE ENVIRONMENT AND THUS OUR OBJECTIVE REALITY... WAR IS A DIRECT OUTCOME OF BELIEFS...AND NOTHING HAS HARMED US MORE, COST US MORE, AND CONTINUES TO, AND WILL IN FUTURE COST US MORE, THAN WAR... AND WHY DO WE HAVE WAR? BECAUSE A FEW POWERFUL PEOPLE WANT TO PROFIT FROM IT, TO GAIN CENTRALISED POWER FOR THEIR CULTS...AND OTHERS JUST 'GO ALONG TO GET POWER / MONEY FOR THEMSELVES...AND SOME HUMANS LOVE WAR...AND FORCE THE REST OF US TO FIGHT AND DIE IN THE WARS THEY WANT... WHILE MANY IDEALISTIC PEOPLE THINK THEY ARE FIGHTING FOR SOMETHING POSITIVE...THAT BELIEF IS IN MODERN WAR THE MOST DANGEROUS...THE ILLUSION...THE PROPAGANDA...THE IDEA OF 'JUST WARS' AND 'THREATS'...911 WAS

OBJECTIVE, BUT THE MOTIVE WAS TO PRODUCE A BELIEF THAT WAR WAS NECESSARY, TO 'PROTECT' OUR FREEDOM, THAT WE NEED TO GIVE UP OUR FREEDOMS TO PROTECT THEM...TO GIVE UP EVERYTHING TO PROTECT OURSELVES FROM 'TERROR'...WHEN IT IS OUR OWN GOVERNMENTS THAT CARRY OUT THE TERROR, AS MACCHIAVELLI SUGGESTED, SO WE RUN TO THEM FOR 'PROTECTION'...AND SUBMIT TO THEIR AUTHORITY / RULE / TYRANNY AS THE LESSER EVIL...WHEN IT IS THE GREATEST EVIL...THERE BEING NO OTHER COMPARABLE EVIL...AS IF TOTAL TRYANNICAL CENTRALISED GOVT WAS THE ONLY ALTERNATIVE TO TOTAL ANARCHY...AS IF THERE WAS NO 'MIDDLE POSITION', NO 'MODERATE' POSITION...A GOVT. WITH VERY LIMITED POWERS TO LIMIT OUR FREEDOMS IN THE MOST LIMITED WAYS E.G TO STOP ONE PERSON KILLING ANOTHER, OR STEALING.... GOVERNMENT IS THE MASS MURDERER, AND CONTINUAL THIEF...SUPPOSED TO PROTECT US FROM EACH OTHER...BUT REALLY JUST GIVING HTE WORST AMONG US UNLIMITED POWER TO DO THE VERY WORST ... WORSE THAN WE WOULD EVER HAVE DONE TO EACH OTHER...DUE TO THE LIMITS ONE PERSON HAS TO THEIR POWER TO DO HARM... INSTEAD WE EMPOWER A FEW WITH UNLIMITED POWER TO DO UNLIMITED HARM...AND TO PROTECT US FROM THEMSELVES...THE ULTIMATE 'PROTECTION RACKET' ...WHICH ALL CULTS ARE BASED ON...INVENT 'HELL' AND 'HEAVEN', THEN THREATEN WITH HELL, AND OFFER HEAVEN,... ALL YOU GOTTA DO IS SUBMIT FOR YOUR ENTIRE LIFE ON EARTH...TO AVOID ONE, AND ENJOY THE OTHER...BUT THEY ARE ONLY 'BELIEFS'...NOT OBJECTIVE REALITY IN ANY FORM...AND YOUR 'ENTIRE LIFE' IS HTE ONLY 'OBJECTIVE REALITY' YOU SHOULD BE CONSIDERING...BUT THEY KILL YOU, SAY IT WAS THE 'TERRORIST', AND THE ONLY WAY TO PROTECT YOU FROM THIS 'TERRORIST' IS TO GIVE THE GOVT, THE REAL TERRORIST, UNLIMITED POWER...THAT IS THE JEW WORLD ORDER...THE CULT OF JUDAISM...HAVING WORKED THROUGH THE RELIGIONS OF JUDAISM, CHRISTIANITY, ISLAM, MARXISM, HOLOCAUSTINAIT, AND NOW MAN MADE GLOBAL CLIMATE CRISIS... ALL TOOLS OF THE CULT OF JUDAISM...AND THEY WILL SOON HAVE TOTAL CONTROL...WHOEVER THEY REALLY ARE...WHY SHOULD I CARE WHO THEY ARE...I CARE ONLY WHAT THEY INTEND DOING, AND WILL DO, BASED ON WHAT I KNOW THEY HAVE ALREADY DONE... ANTI-SEMITISM IS THE NOTION THAT SOMEONE HATES THEIR SLAVE MASTER / MURDERER / RAPIST JUST BECAUSE THEY (THE PERPETRATOR OF THE HARM) JUST HAPPEN TO IDENTIFY WAS BEING 'JEWISH'... TO CALL THEMSELVES 'JEWISH', AND NOT BECAUSE OF THE HARM THEY ARE DOING, AND PLAN TO DO... IT WAS INVENTED TO STOP YOU BEING ABLE TO IDENTIFY

OUR COMMON ENEMY...THE CULT OF JUDAISM...THE JEW WORLD ORDER...OUR OWN OCCUPATIONAL GOVT...IT CENTRALISED ALL POWER IN A FEW HANDS, THEN CORRUPTED AND 'DIRECTED' AND 'ADVISED' AND 'MANIPULATED' THOSE FEW, TO GAIN TOTAL POWER OVER ELECTED LEADERS THEY PRE-SELECTED, THEN LET US CHOSE FROM AMONG, JUST LIKE IN THE JEW.S.S.R AND CHINA...THEY PUT ON A GOOD WORLD WRESTLING FEDERATION STYLE SHOW...WHEN THEY ARE ALL ACTORS, WORKING FOR THE SAME CIRCUS MASTERS...MOST REALISE THIS, AND PLAY ALONG...SOME HAVE NO IDEA, AND WE CAN BE SO STUPID AS TO ELECT SUCH IDIOTS??? ANYWAY, MOST PEOPLE ARE IN THEIR OWN CULT, AND WOULD LOVE THAT THEIR OWN CULT, THEIR OWN 'KIND' GAIN ABSOLUTE POWER...SO THEY ARE GETTING WHAT THEY WANT, AND DESERVE, ONLY NOT IN THE WAY THEY EXPECTED...ALL SEEKING TO BECOME SLAVE MASTERS, ALL SUPPORTED SLAVERY, ONLY TO WAKE UP ONE DAY AND REALISE THAT THE PRISON SYSTEM THEY WERE BUILDING, THE SLAVERY SYSTEM, WAS NOW THEIR OWN HOME, THEIR OWN SLAVE MASTER, WITH THEM AS PRISONERS, AND SLAVES...FOR AS YOU DO UNTO OTHERS, AS YOU SEEK TO DO UNTO THEM, SO SHALL BE DONE UNTO YOU... IT IS REALLY YOU DOING IT TO YOURSELF...SO DON'T COMPLAIN...GIVE UP SLAVERY...ETC...

if people really believe they can't do something, they're going to find an unconscious way to keep the change from occurring. They'll find a way to interpret the results to conform with their existing belief.

WE CAN PROVE THE HOLOCAUST IS PROPGANDA, NEVER HAPPENED, THAT 911 HAD NOTHING TO DO WITH PASSENGER AIRLINERS BEING HIJACKED BY TERRORISTS, THAT THE U.S.S LIBERTY WAS A DELIBERATE FALSE FLAG WITH THE U.S PRESIDENTS FULL COMPLICITY, THAT A SMALL GROUP OF 'JEWS' EFFECTIVELY RULE THE WORLD, OR SIMPLY THAT JEWS OWN MOST OF THE MASS MEDIA, WORLD FINANCIAL ORGANISATIONS ETC...BUT PEOPLE WILL JUST 'REJECT THE FACTS / OBJECTIVE REALITY...AND GO ON BELIEVING WHAT THEY ALWAYS HAVE BEEN TOLD TO BELIEVE / CONDITIONED TO BELIEVE...AS IF THEY WERE THEMSELVES CULT MEMBERS ... SO OF COURSE THE CULT MEMBERS WILL FIND WAYS TO 'DISCOUNT' AND 'REJECT' AND 'DENY' ANY FACTS I PRESENT...I MEAN, TO BE FAIR, WHEN YOU ARE IN THE CULT, YOU FEAR THIS GOD CHARACTER, AND ITS HARD TO JUST START BLASPHEMING AND BEING 'HERETICAL' AND SIMPLY ACCEPTING THAT THERE NEVER WAS ANY COMPELLING OR EVEN SPURIOUS EVIDENCE EVER GIVEN FOR THIS CHARACTER'

GOD'S EXISTENCE...AND MOST OF YOU WON'T BE ABLE TO 'KICK THE HABIT' OF 'BELIEVING' THAT THIS GOD CHARACTER IS 'REAL'... WHEN IT IS SUCH AN ABSURD BELIEF TO ANYONE 'FREE' OF THE CULT MENTALITY...I MEAN REALLY FREE...NOT JUST IMAGINING THEY ARE FREE ... BUT REALLY FREE ENOUGH SO THAT THEY HAVE ZERO KNEE JERK REACTIONS / FEARS ...

YOUR SUBCONSCIOUS AUTOMATICALLY RE-ORGANISES YOUR SENSE PERCEPTIONS, FILTERS, BRAIN ACTIVITY, ETC TO ACHIEVE THE 'PERCEPTIONS' AND 'ACTUAL BELIEFS' (AS OPPOSED TO YOU CLAIMING TO BELIEVE IN SOMETHING, BUT YOUR BEHAVIOR CLEARLY INDICATING THIS IS SELF-DECEPTION) ... SO IF YOU SECRETLY COULDN'T BARE A UNIVERSE WITHOUT SOME 'GOD' DIRECTING IT, AND SOME 'HEAVEN' AWAITING YOU AFTER DEATH, OR SOME 'HELL' AWAITING YOUR ENEMIES, THOSE YOU ENVY ETC, THEN YOUR MIND WILL ARRANGE YOUR PERCEPTIONS AND 'REASONING' TO ACCOMODATE YOUR HEART FELT DESIRE I.E YOU WILL 'FIND' ALL SORTS OF 'COMPELLING' EMOTIONAL / EXPERIENTIAL JUSTIFICATIONS...YOU MIGHT EVEN BECOME A 'MIRACLE' YOURSELF...JUST TO MANAGE TO HANG ONTO A BELIEF YOU REALLY COULDN'T DO WITHOUT... WHICH IS WHY I DIDN'T PUBLISH 'RELIGION' UNTIL I HAD FOUND THAT I COULD HONESTLY OFFER GENUINE LOGICAL / RATIONAL HOPE I.E THAT LIFE WAS CLEARLY ETERNAL...ETC...

BASICALLY CULT LEADERS OFFER BENEFITS, AND THREATEN PUNISHMENTS...AND ACTUALLY TORTURE PEOPLE / KILL PEOPLE, ENTIRE FAMILIES, ENTIRE CITIES, THAT DON'T 'GO ALONG WITH THEM'...THE MOST BASIC THING THE CULT OF JUDAISM OFFERS IS THE PROMISE OF SOME PERSONAL GOD WHO IS JUST AS MUCH A FUCKER AS YOU ARE I.E TOTALLY HUMAN GOD, LIKE A TERRIBLE TWO YEAR OLD THROWING A TANTRUM, ONLY ONE WHO PROMISES TO TORTURE ALL YOUR ENEMIES FOR YOU, FOR ETERNITY, OFFERS YOU HEAVEN, AND ALSO THE RIGHT TO RAPE, ENSLAVE, STEAL FROM, AND IF YOU LIKE MURDER, THE MAJORITY OF PEOPLE ON THIS PLANET, NAMELY THOSE NOT IN THE CULT...PRETTY HARD FOR THE MAJORITY OF PEOPLE TO RESIST SUCH AN OFFER...AND THOSE WHO DO, YOU JUST THREATEN TO SHUT UP OR WE'LL KILL / RAPE / ENSLAVE / TORTURE YOU ETC... AS MOSES DID FROM THE VERY BEGINNING WITH HIS MASSACRE OF HIS OWN PEOPLE WHO WOULDN'T 100% SUBMIT TO HIS ARBITRARY WHIMS REGARDING HOW 'GOD' WAS TO BE WORSHIPPED / APPEASED / APPEALED TO ...

THEN THE CANANNITES WHO HAD NEVER DONE ANYTHING TO HARM MOSES OR HIS PEOPLE, WERE GENOCIDALLY SLAUGHTERED, WHY? BECAUSE MOSES WANTED THEIR STUFF FOR HIS CULT...SO HE TOLD HIS CULT MEMBERS 'GOD COMMANDS' IT...ETC...ETC...THAT IS YOUR 'ETHICS' AND 'MORALITY' OF THE CULT OF JUDAISM...THAT PEOPLE SEEM SO IN LOVE WITH... ONLY A CULT INDOCTRINATED MEMBER COULD EVER HAVE ANYTHING BUT REPUGNANCE FOR THE CULT OF JUDAISM...AT LEAST ITS LATER OFFSHOOTS HAD A LITTLE ETHICS / MORALITY IN THEM, BUT STILL THEY WERE POISONED AT THE SOURCE...BY THEIR ROOTS IN JUDAISM...IN THE CULT...

simple NLP formula for change: Present (problem) state plus resources equals desired state.

Present State + Resource = Desired State

THE PROBLEMS IS THAT THE RESOURCES HAVE BEEN CRIMINALISED / CENSORED / DEMONISED ... LIKE THE CURE THAT IS BANNED, SO THAT THE DISEASE CAN SPREAD, AND REMAIN VIRULENT...

interferennces are beliefs that need to be integrated or dismissed ... often lack of 'data' e.g belief X gives a sense of security / comfort / knowing...and a void is scary...which is why we latch onto any old belief in the first place, that is offered by the cult we grow up in...whether of nationalism, some religion, some 'ethnicity', some 'tradition'...

MHR WE KNOW NOTHING, ALL WE HAVE IS BELIEFS, WHICH WE ARE MORE OR LESS CERTAIN OF...WHERE THERE IS NO COMPETITION, THEN THE WEAKEST RANDOM BELIEF BECOMES THE STRONGEST ONE, AND THUS WHAT WE 'BELIEVE', EVEN IF WE BARELY BELIEVE IT AT ALL E.G 'GOD' ... IN THE ABSENCE OF ANY ALTERNATIVE BELIEF TO HOLD, AND FEARING THE 'ABYSS' OF 'NO BELIEFS' E.G ZEN / HUMEAN SKEPTICISM / BEING LEFT ADRIFT IN A VOID, FALLING DOWN A DARK ABYSSS, THE BELIEF OFFERED, NO MATTER HOW ABSURD, REPUGNANT, SILLY, RIDICULUOUS, AT ODDS WITH PERSONAL EXPERIENCE, WILL BECOME OUR BELIEF AND WHAT WE 'KNOW' TO BE TRUE...

HUMAN NATURE IS SUCH THAT THE SUBCONSCIOUS WILL TRY TO 'JUSTIFY' ANY EXISTING BELIEF...AND TEND TO FEND OFF ANY ALTERNATIVES, TO AVOID THE HARD WORK OF TOTALLY

RECALIBRATING OUR 'BELIEF SYSTEMS'...WE SEEK THAT WHICH JUSTIFIES / SUPPORTS EARLIER BELIEFS...FROM ALL THE LATER OPTIONS AND POTENTIAL SENSE IMPRESSIONS...

N.B THAT FILTERS TEND TO FILTER OUR, SIMPLIFY, BUT THIS CAN HELP US SEE, BY REMOVING A LOT OF DISTRACTING DATA...SO NOT ALWAYS BAD...THE POINT IS TO BE FREE TO PUT ON, THEN TAKE OFF, A RANGE OF FILTERS, RATHER THAN BE STUCK WITH THE CULT FILTERS WE INHERITED...YES ALL RELIGIONS ARE CULTS...THE MORE 'EXTREME' AND 'FUNDAMENTALIST' BEING MORE OBVIOUSLY SO, WITH PEOPLE KILLING THEIR OWN CHILDREN FOR 'VIOLATING' CULT RULES, OUT TO THE EDGE WHERE PEOPLE JUST SUPERFICIALLY IDENTIFY / AFFILIATE AS A 'LAPSED CATHOLIC' OR 'LAZY CHRISTIAN' OR 'MODERATE MUSLIM' OR EVEN 'SECULAR JEW', BECAUSE AFTER ALL 'JEWISHNESS' IS PURELY BASED ON RELIGIOUS TEXTS AND RELIGIOUS FOODS AND HOLIDAYS AND CELEBRATIONS AND RITUALS, I.E TRACE BACK TO / REDUCE TO THE CULT PRACTISES AND BELIEFS....NO-ONE 'BELIEVES' SOMETHING WITH ZERO SENSE IMPRESSION INPUT E.G OBJECTIVE SENSORY IMPRESSIONS I.E 'EVIDENCE OF THE SENSES' UNLESS IT DERIVES FROM SOME CULT DOGMA E.G MY ANCESTORS ESCAPED SLAVERY IN EGYPT...THERE IS ZERO RECORD OF THIS, AND NOTHING OTHER THAN 'BELIEF' AND 'ACCEPTANCE OF A CULT DOGMA' TO JUSTIFY IT...

COMPUTER ALGORITHMS ARE 'FILTERS' E.G 'FILTER OUT ALL EXTRANEIOUS DATA'...WHAT IS 'EXTRANEIOUS' BEING THE KEY TO UNDERSTANDING THE FILTER...I.E TAKE OUT 'ANYTHING THAT CONTRADICTS MY THEORY' OR 'REMOVE FROM HISTORY TEXTS ANYTHING THAT CONTRADICTS MY DOGMATIC / GIVEN / RECEIVED VERSION OF HISTORY'...

THEN THERE IS THE 'FILTER' THAT AUGMENTS I.E ADDS DATA, SUCH AS A 'INFRA RED' NIGHT VISION FILTER, THAT LETS YOU 'SEE' THE 'HEAT GIVEN OFF' FROM AN OBJECT, AND THUS FORM AN IMAGE OF IT BASED ON THIS...

OR A FILTER THAT TAKES DATA WE HAVE NO EXISTING SENSORY IMPRESSION ORGANS / DECODING SYSTEMS FOR E.G WE CAN ONLY 'HEAR' AND 'SEE' AND 'SMELL' A LIMITED BANDWIDTH OF FREQUENCIES...BUT WE CAN EXTEND THESE BANDWIDTHS...E.G SONAR...BATS AND DOLPHINS CAN 'PING' OBJECTS AND LOCATE THEM, WE NEED 'AUGMENTED' TECH TO DO THIS...WE CAN THEN REPRESENT THINGS WE HAVE NO SENSORY PERCEPTION ORGANS

FOR, IN WAYS WE CAN PERCEIVE...LIKE DECODING THE BINARY O'S AND 1'S OF ALL DIGITAL SIGNALS INTO SOUNDS, SIGHTS, HAPTIC / TOUCH IMPRESSIONS... SO WE CAN 'SEE' THINGS IN OUTER SPACE WITH OUR EYES, THOUGH WHAT WE DID WAS DECODE MUCH HIGHER / LOWER FREQUENCIES WE COULD NEVER 'PERCEIVE' WITH OUR EYES, INTO VISUAL REPRESENTATIONS... SO MODERN 'TELESOPES' DON'T SIMPLY COLLECT LIGHTWAVES AND PRESENT THEM AS IMAGES, THEY COLLECT ALL MANNER OF FREQUENCY RANGES, THEN ENCODE THEM AS IMAGES... REMEMBER THAT WHEN YOU SEE 'IMAGES' TAKEN BY SPACE TELESOPES, OR EVEN GOOGLE EARTH IMAGING, WHAT YOU ARE SEEING IS NOT AN ISOMORPHIC REPRESENTATION... YOU ARE NOT SEEING WHAT YOU WOULD SEE IF YOU WERE IN A SATELLITE, ORBITING THE EARTH, OR MARS ETC...IT IS A CONSTRUCT... AN EXTENSION OF THE WAY OUR OWN BRAINS WORK...AUGMENTED TECHNOLOGICALLY...EXTENDED ... TO 'PERCEIVE' FREQUENCY BANDWIDTHS NORMALLY OUTSIDE OUR NATURAL RANGE OF PERCEPTION...

AND WHILE ON THE SUBJECT OF 'FILTERING OUT' STUFF...GOOGLE AND NASA DO THIS ALL THE TIME...THEY ADD LAYERS OF 'OPAQUENESS' OR 'CUT AND PASTE' REGIONS ON TOP OF EACH OTHER, TO HIDE THINGS FROM YOU...COMPARE OLDER LOW RESOLUTION IMAGES WITH MORE RECENT ONES, THAT SHOULD HAVE HIGHER RESOLUTION, AND YOU WILL SEE THINGS HAVE BEEN 'DISSAPPEARED' DELIBERATELY...SO DON'T TRUST NASA OR GOOGLE, OR ANYTHING YOU ARE PRESENTED WITH AS 'REALITY'...REMAIN SKEPTICAL...AND LISTEN TO THE C CRITICS...IT IS OFTEN HIT AND MISS, SO KEEP A HEALTHY SKEPTICISM...BUT PAY ATTENTION...AND FORM YOUR OWN JUDGEMENTS... LOOK FOR PATTERNS... DON'T ACCEPT ANYTHING WITHOUT SKEPTICISM...OFTEN THE PROCLAIMED 'REVOLUTIONARIES' AND 'CRITICS' ARE REALLY WORKING FOR THE SAME PEOPLE...JUST MISDIRECTING YOU, TAKING UP YOUR PRECIOUS TIME AND ATTENTION, WASTING IT, SENDING YOU ON WILD GOOSE CHASES, ... ANYONE WITH A BIG BUDGET AND GREAT PRESENTATION SHOULD BE ESPECIALLY WORTHY OF SKEPTICISM, BUT TODAY THE ENEMY EVEN PUT IN LOW BUDGET, LOW RES. CONTROLLED OPPOSITION...AND HELP 'USEFUL IDIOTS' TAKE UP YOUR PRECIOUS TIME AND ATTENTION ...

IDEOLOGIES CAN BE CULTS... BUT THEY CAN ALSO BE PRODUCTIVE FILTERS...TO BE TAKEN OFF AND REPLACED AND COMPARED WITH OTHER SUCH FILTERS...RATHER THAN 'GLUED ON' I.E BECOMING 'CULT' DOGMAS, THROUGH WHICH ALL EXPERIENCE IS FILTERED / DISTORTED / SELECTIVELY ATTENDED TO ETC...

USED PRODUCTIVELY, THEY ARE LIKE THE INFRA-RED GOGGLES YOU PUT ON AT NIGHT, OR IN THE DARK, BUT TAKE OFF LATER... OR ALGORITHMS PLACED ON DATA SETS TO 'DISCOVER' PATTERNS IN THE HUGE CHAOTIC RANDOMNESS OF 'TOO MUCH' DATA...TO 'FILTER OUT' THINGS WE SUSPECT ARE DISTRACTIVE ... NOT OF INTEREST...NOT RELEVANT E.G THE FUNDAMENTAL PROBLEM OF 'THEORY' AND 'MODELLING'... TO REDUCE THE DATA SET TO MANAGEABLE SIZE...TO FOCUS ON PARTICULAR VARIABLES / ASPECTS / DIMENSIONS / BANDWIDTHS / ELEMENTS / PROPERTIES...NECESSARY AND SUFFICIENT ETC...SUCH FILTERING 'MODELS' REDUCE 'USER BURDEN' AND HELP US 'SEE' THINGS WE'D OTHERWISE NOT NOTICE, GIVEN AN EXCESSIVE BURDEN OF DATA PROCESSING I.E TOO MUCH DATA ... TOO MANY THINGS TO ATTEND TO AT ONCE... SO 'MARXISM' IS A USEFUL FILTER / IDEOLOGY TO 'PUT ON' FOR A TIME, TO FILTER OUT A LOT OF WHAT MIGHT BE 'NOISE' IN TERMS OF SOCIAL JUSTICE, HISTORICAL EVENTS, ETC... AS LONG AS YOU REMEMBER YOU ARE WEARING A FILTER, AND AS LONG AS YOU ARE FREE TO TAKE IT OFF, AND PUT ON OTHER FILTERS, USING THEM ALL AS MERE TOOLS, AS MEANS TO YOUR ENDS, RATHER THAN ENDS IN THEMSELVES AS 'THE FINAL WORD' OR 'THE DEFINITIVE REALITY' OR 'DOGMA' OR 'ARTICLES OF FAITH', OR 'CULT BELIEFS' ... THEN ANY FILTER / IDEOLOGY, EVEN THE MOST HUMBLE OF 'MODERATION IN ALL THINGS' (INCLUDING MODERATION, WHICH MOST FAIL TO SEE I.E BECOME EXTREMISTS, REJECT ALL 'EXTREMES' I.E LIVE LUKE WARM, WE MUST 'WELCOME DIONYSUS INTO OUR CITY REGULARLY ETC') ... CAN BECOME A DOGMA / CURSE / FIXED WAY OF SEEING AND BEING / A PRISON / A CULT MENTALITY...A CONTROL GRID...A MENTAL PRISON...A CONTROL SYSTEM...

PEOPLE USE WORDS LIKE MODELS, PARADIGMS, IDEOLOGIES, RELIGIOUS BELIEFS, OR JUST 'BELIEF SYSTEMS' TO REFER TO THESE FILTERS. THE THING THAT MAKES YOU A CULT MEMBER, THAT DISTINGUISHES YOU FROM A 'FREE' PERSON, IS WHETHER YOU FEEL FREE TO CHANGE GOGGLES / FILTERS / MODELS ... WHETHER YOU ARE ABLE TO OVERCOME THE DISCOMFORT ASSOCIATED WITH DOING THIS...TAKING OFF YOUR GENERAL 'COMFORTABLE' GOGGLES, THE ONES YOU GREW UP IN, CAN'T REMEMBER EVER

NOT WEARING (THE FIRST STEP WAS TO REALISE YOU ARE WEARING GOGGLES AT ALL, THAT THERE ARE OTHER GOGGLES THAT MIGHT GIVE A MORE ACCURATE / PRODUCTIVE / GENERATIVE / SATISFYING OUTLOOK / DEFINITIONS / EXPERIENCES / INTERPRETATIONS ETC OF LIFE...AND PUTTING ON OTHER PEOPLE'S GOGGLES / FILTERS ... BEING FREE TO DO THIS IS THE SIGN OF WHETHER YOU ARE A CULT MEMBER OR A FREE PERSON...HOW MUCH POWER A CULT HAS OVER YOU...ANYONE WHO WAS ONCE IN A CULT RULED BY FEAR, WHICH THEY ALL ARE, OF SOME 'GOD' OR 'HELL' OR 'PUNISHMENT' WILL ALWAYS FEEL A TWINGE WHEN CONTRADICTING ANYTHING THEIR CULT TRADITIONS / BELIEFS / RITUALS / PRACTISES / DEFINITIONS ETC WOULD DEFINE AS 'BAD', AS 'EVIL', AS 'WORTHY OF AN ETERNITY OF SUFFERING IN HELL FOR TRANSGRESSING / DOING / CONSIDERING EVEN DOING ETC...

MY BOOKS ARE THE OPTIMAL EDUCATION... THEY OFFER INSIGHTS INTO ALL THE FILTERS / IDEOLOGIES / RELIGIONS / CULTS / MODELS / BELIEF SYSTEMS POSSIBLE...SO THAT YOU BECOME FREE TO PICK AND CHOOSE FROM EACH...AND CONSTRUCT YOUR OWN, WHILE NEVER IDOLISING ANY MODEL AS 'THE END OF HISTORY' AND 'THE TRUTH' OR 'THE DEFINITIVE ARGUMENT' OR 'GOD' OR 'ANY FIXED REPRESENTATION / IDEA E.G IN THE FORM OF A STATUE, OR MENTAL IDOL I.E AN IDEOLOGY / SCHOOL OF THOUGHT / DOGMA / ARTICLE OF FAITH...

IN FACT ANY TIME ANYONE EVER SPEAKS OF 'FAITH' YOU ARE DEALING WITH A CULT...LEAVE YOUR BRAIN AT THE DOOR...NEVER REFLECT OR EVEN THINK ABOUT WHAT YOU ARE TOLD...JUST ACCEPT...SUBMIT...ACQUIESCE...TURN OFF YOUR CRITICAL FACULTIES....THIS OF COURSE OFFERS A POWERFUL SENSE OF 'LIBERATION' AT FIRST...FREEDOM FROM THE RESPONSIBILITY TO HAVE TO SOLVE THE PUZZLES OF LIFE...CERTAINTY...LIKE ANY DRUG...VERY POWERFUL...COMFORTING...A PLEASURABLE RELEASE FROM THE TURMOIL AND STRESS OF 'SEEKING'.... YOU HAVE FOUND THE ANSWER...WHEW...WHAT A RELIEF...BUT SOON YOU WILL FIND IT COMES AT A PRICE...THE PRICE OF FREEDOM...YOU ARE GIVEN 'THE ANSWER' ALONG WITH A WHOLE LOT OF RULES YOU MUST SUBMIT TO...ESPECIALLY YOU MUST GRANT THE CULT LEADER THE AUTHORITY OF A GOD, FOR HE CLAIMS TO SPEAK FOR A GOD, AND THAT IS SOMETHING YOU MUST GO ALONG WITH...CONVINCE YOURSELF IS TRUE...ESPECIALLY WHEN THAT PRIEST, IN THE NAME OF 'GOD', ORDERS YOU TO KILL YOUR OWN CHILDREN, TO HAND OVER ALL YOUR WEALTH, TO GO AND KILL PEOPLE FROM ANOTHER 'CULT', OR PEOPLE NOT YET ENTHRALLED BY YOUR OWN

CULT, TO FORCE THEM TO SUBMIT TO YOUR CULT LEADERS, AND TO JOIN YOUR CULT...IN FACT CULTS ARE NOTHING MORE THAN A WAY TO ENSLAVE THE MAXIMUM NUMBER OF PEOPLE USING THE SMALLEST FORCE I.E THEREBY ALLOWING THE SMALLEST NUMBER OF PEOPLE, VIA A STRICT HIERARCHY OF BENEFITS THAT 'TRICKLE DOWN' THE POWER PYRAMID, TO RULE OVER THE GREATEST NUMBER OF PEOPLE...AND ALL CULTS SEEK TOTAL WORLD DOMINATION...AND THE CURRENT CULT, THE ONE THAT HAS BEEN AT WORK FOR THE LONGEST, CONSISTENTLY BUILDING POWER, TREATING ITS MEMBERS AS DISPOSABLE MEANS TO THEIR ENDS, AND ADOPTING ENTIRE NATIONS / CONVERTING ENTIRE PEOPLE'S E.G KHAZARS, TO ITS CULT, IS THE CULT OF JUDAISM....WITH ITS 'SUBSIDIARY' CULTS CHRISTIANITY, ISLAM, MARXISM, MAN-MADE GLOBAL CLIMATE CRISIS, AND PROBABLY EVEN NAZISM ITSELF...GIVEN THAT THE CURRENT POWER BASE OF THE CULT OF JUDAISM IS ASHKEDNAZI, BASED EARLIER IN RUSSIA, IN THE JEW.S.S.R, AND NOW IN THE JEW.S.A, THE E.JEW, AND THE 'RUSSIAN' FEDERATION...IT IS SAFE TO ASSUME THAT NAZISM WAS SUPPORTED AND CO-OPTED BY THE JEW WORLD ORDER, THE CULT OF JUDAISM, TO SERVE ITS ENDS...EVEN IF HITLER HIMSELF WAS GENUINELY FIGHTING TO FREE THE WORLD OF THE CURSE OF THIS CULT...

MOST PERSONAL 'PROBLEMS' ORIGINALLY SERVED SOME PURPOSE / PROVIDED SOME BENEFITS, AND STILL DO E.G AVOIDANCE OF SOMETHING E.G 'I'M TOO SICK TO GO TO WORK'... THE SYMPTOM, THE SICKNESS, GIVES YOU AN EXCUSE TO AVOID GOING TO WORK... AND CULTS OF COURSE OFFER A 'SOLUTION', OR DID AT SOME POINT, TO A 'PROBLEM'...E.G OF DESPAIR, HOPELESSNESS, LONELINESS, ISOLATION, REJECTION, ABANDONMENT, DISAPPOINTMENT, GOALLESSNESS, LACK OF MEANING...EVEN ACTUAL PHYSICAL THREATS E.G OFFERED SAFE HARBOR / PROTECTION ... OFTEN YOU DIDN'T REALISE THAT YOUR 'PERSECUTOR' HAD BEEN EMPLOYED BY/ WAS THE SAME AS, THE CULT LEADERSHIP, TO 'MOTIVATE' YOU TO SEEK PROTECTION FROM THE CULT...PROTECTION RACKETEERING ETC... SO BEFORE YOU ARE LIKELY TO BE ABLE TO FREE YOURSELF OF THE CULT, YOU WILL NEED TO FIND OUT WHAT 'NEEDS' AND 'WANTS' IT SERVES / SATISFIES, OR AT LEAST DID AT SOME POINT SATISFY, OR PROMISE TO SATISFY...E.G I WOULDN'T PUBLISH 'RELIGION' UNTIL I HAD ANSWERED THESE QUESTIONS FOR MYSELF AND EVERYONE ELSE...E.G IF RELIGION / CULTS OFFERED 'ANSWERS' TO 'QUESTIONS', THEN I'D NEED TO COME UP WITH BETTER ALTERNATIVE ANSWERS, AND TO DISCOVER THE MOST

COMPELLING QUESTIONS (CONTROLLING THE 'QUESTIONS' IS HOW YOU CONTROL THE NARRATIVE / DISCUSSION / DEBATE I.E LIMIT THE QUESTIONS AVAILABLE...WHEN YOU FIND MORE QUESTIONS, YOU ARE ON THE RIGHT PATH TO FREEDOM FROM THE CULT...BECAUSE WHAT ANSWERS YOU GET WILL BE DETERMINED BY WHAT QUESTIONS YOU ASK E.G 'HOW TO DEFEND MYSELF FROM NON-CULT MEMBERS' VS 'ARE NON-CULT MEMBERS ACTUALLY A THREAT AT ALL?'...MAYBE THEY ARE ACTUALLY TRYING TO HELP ME FREE MYSELF OF THIS CULT...ETC...

WE CAN 'CURE' THE PSYCHOSOMATIC SYMPTOM BY ADDRESSING THE 'AVOIDANCE' STRATEGY ITSELF...E.G SIMPLY 'ALLOWING' OURSELVES 'NOT TO GO TO WORK' WITHOUT HAVING TO 'JUSTIFY' IT BY 'BEING SICK' CAN RELIEVE US OF THE SYMPTOM / ILLNESS / DISEASE / HEALTH PROBLEM ... WE SIMPLY SAY 'I'M NOT GOING BACK TO THAT JOB'...THEN FINDING ALTERNATIVES TO 'THAT JOB' I.E NEW JOB...ETC...OR SOLVING THE PROBLEM AT WORK THAT MAKES YOU WANT / NEED SO DESPERATELY TO AVOID GOING THERE....LEARNING ASSERTIVENESS WITH BULLIES, OR OTHER STRATEGIES TO COPE...TO IMPROVE YOUR WORKPLACE EXPERIENCE...IN THE CASE OF CULTS, INCLUDING 'NATIONALISM' WHICH IS A CULT MENTALITY / PRISON, YOU HAVE TO PROVIDE ALL THE 'BENEFITS' OF CULT MEMBERSHIP IN OTHER WAYS...FIND OUT IF THE THINGS YOU'VE BEEN PROMISED ARE REAL I.E ARE CULT PEOPLE HAPPIER? MORE SECURE? LET ALONE DOES 'HEAVEN' EXIST? DOES 'HELL' EXIST? ARE THE 'THREATS' YOU'VE BEEN CONDITIONED TO ACCEPT AS REAL, ACTUALLY REAL? E.G DO ALL NON CULT-MEMBERS REALLY HATE YOU, AND WANT TO KILL YOU, AND WILL KILL YOU, THE MOMENT THEY GET A CHANCE, IF YOU LEAVE THE 'SECURITY' OF THE CULT...

DOES THE CULT / NATION REALLY PROVIDE THE BENEFITS IT CLAIMS? FREEDOM? LIFESTYLE? CHOICES? ARE THE 'ENEMIES' OF THE CULT REALLY 'EVIL' AND 'MALICIOUS'? OR JUST SEEKING TO FREE YOU FROM THE CULT? OR MERELY JUST LIVING AN ALTERNATIVE THAT MIGHT BE SUPERIOR TO YOUR CULT LIFESTYLE?

IF BEING 'SICK' GETS YOU ATTENTION / AFFECTION YOU DIDN'T GET BEFORE YOU WERE 'SICK', THEN YOU'D BETTER FIND ANOTHER WAY OF GETTING THESE POSITIVE BENEFITS, OF ASKING FOR THEM EVEN, E.G ATTENTION AND AFFECTION, OR YOU WILL PROBABLY REMAIN SICK, BECAUSE YOUR SUBCONSCIOUS THINKS IT IS DOING YOU A FAVOR BY MAKING YOU SICK...PROVIDING THE SYMPTOMS

REQUIRED TO GET THE 'BENEFITS' YOU CRAVE / DEMAND / NEED SO DESPERATELY... IF THE CULT OFFERS APPROVAL AND ACCEPTANCE FOR 'SACRIFICING YOUR FIRST BORN' OR 'GENOCIDALLY MASSACRING EVERY MAN WOMAN CHILD AND ANIMAL OF NON-CULT MEMBERS' ... AND YOU CAN'T DO WITHOUT THESE EMOTIONAL BENEFITS, YOU'D BETTER FIND A GROUP OF PEOPLE WILLING TO OFFER ACCEPTANCE AND APPROVAL, LOVE, EMOTIONAL BENEFITS ETC, WITHOUT THE 'PRICE' OF HAVING TO BECOME A MASS MURDERER, OR YOU ARE GOING TO BE MISERABLE... AND PRODUCE A LOT OF MISERY IN THE WORLD...

IT IS VERY HARD TO 'FORGET' THE IDEA OF 'HELL' AND ETERNAL DAMNATION AND 'GOD'...ONCE CONDITIONED TO 'BELEIVE', AND HAVING ALL THE PEOPLE AROUND YOU APPEARING TO BELIEVE IT ... WHO ARE YOU TO QUESTION THE MAJORITY? AND RISK ETERNAL DAMNATION...PEOPLE WHO GREW UP FREE OF ANY CULT, SUCH AS MOST ETHNIC ESTONIANS, COULD NEVER REALLY COMPREHEND THE POWER OF SUCH STUPID, SILLY, OBVIOUSLY MADE UP, FABRICATED, CONSTRUCTED, MANUFACTURED 'SOCIAL REALITIES' I.E LIES... OR SEE WHAT POWER THEY POSSESS TO ENTHRALL OTHERS...OTHERS WHO GREW UP IN THE 'MENTAL PRISON' OF THE 'CULT MENTALITY'...THE 'SOCIAL REALITY' OF THE CULT...

THEN THERE IS THE FACT THAT CULTS APPEAL TO THE LOWEST IN HUMAN NATURE...THE DESIRE TO STEAL, RAPE, MURDER, ENSLAVE...TO BENEFIT AT THE EXPENSE OF OTHERS...TO USE OTHERS AS MERE MEANS TO OUR ENDS...ALMOST ALL NON-VEGAN HUMANS EXERCISE THEIR POWER OVER OTHER SENTIENT BEINGS, TO A GREATER OR LESSER DEGREE, IN THIS WAY E.G WE ENSLAVE ANIMALS AND ABUSE THEM AS MERE MEANS TO SATISFY OUR OWN DESIRES E.G TO EAT FLESH, DRINK MILK, WEAR THEIR SKINS AND FUR, FORCE THEM TO DO THE HARD MANUAL LABOR AS BEASTS OF BURDEN, SUBJECT THEM TO 'EXPERIMENTS' TO SATISY OUR MERE CURIOSITY, OR 'CURE' SOME DISEASE WE SUFFER FROM, OR COULD BENEFIT FROM CURING IN OTHER WAYS E.G MONEY, POWER, STATUS, PUBLIC ESTEEM, SELF-ESTEEM...

BASICALLY WE CAN ONLY BECOME ENSLAVED IF WE LEGITIMATE, IN PRINCIPLE, THE PRACTISE OF SLAVERY...WE USUALLY INTEND OTHERS TO BE THE VICTIMS, AND OURSELVES TO BE THE 'BENEFICIARIES', BUT WHAT WE FIND IS THAT WE ARE 'HOISTED BY OUR OWN PETARD'...WE ARE IMPRISONED WITHIN THE WALLS WE BUILT TO HOUSE OTHERS...ENCHAINED BY THE CHAINS WE FORGED TO ENCHAIN OTHERS....KARMA BABY...YOU THINK IT ISN'T

REAL....I DON'T MEAN THE MYSTICAL NOTION, BUT THE SIMPLE FACT THAT 'AS YOU DO / PLAN TO DO, UNTO OTHERS, SO SHALL BE DONE UNTO YOU' ...EITHER THIS LIFE, OR IN NEXT LIVES...AND STATISTICALLY IT WILL BE IN THIS LIFE...THE PYRAMID STRUCTURE REQUIRES EVERYONE BELIEVE THEY ARE ON THEIR WAY TO THE TOP OF THE PYRAMID, BUT THE FACT IS THAT ONLY A FEW CAN ENJOY THE 'BENEFITS' ... SO MOST EVERYONE WHO 'PLAYS THE GAME' WILL LOSE...AND BECOME ENSLAVED BY A SYSTEM THEY PLAYED ALONG WITH, EXPECTING TO BENEFIT FROM...

MHR NUMBER ONE 'OFFER' OF CULTS IS 'SENSE OF PURPOSE'... THAT OF WORKING TOWARDS A GOAL I.E GOAL -ORIENTED ACTION...WITH FIRM BELIEF CAN ATTAIN...AND THE VAGUEST / MOST DESIRABLE GOAL POSSIBLE I.E ETERNAL HAPPINESS....AND RAPE, MURDER, THEFT, WEALTH, POWER, SLAVES, STATUS, GLORY ETC FOR THE MEAN-TIME, FOR THE MOST 'CAPABLE' CULT MEMBERS I.E A HIERARCH OF REWARDS FOR THE HERE AND NOW, AND ETERNAL BLISS...SO VAGUE IT CAN MEAN ANYTHING TO ANYONE...VERY POWERFUL 'OFFER'...EASY TO MARKET...SELL... BUT SENSE OF PURPOSE FOR THE GOOD NATURED WHO WANT TO HELP I.E THE 'NICE' CULT MEMBERS WHO ARE NOT IN IT FOR THE RAPE AND PILLAGE, BUT WANT TO SERVE SOMETHING BIGGGER THAN THEMSELVES....A HIGHER PURPOSE...WHAT IS EASIER, AND MORE REWARDING THEN, THEN TO BE ABLE TO OFFER 'NON CULT MEMBERS' HEAVEN, AND SALVATION? SO THE CULT MYTHICAL 'SALVATION' AND 'HEAVEN' ARE MASSIVE MOTIVATORS FOR THE BEST PEOPLE, AS RAPE, PILLAGE, WORLD DOMINATION, ARE FOR THE 'WORST' IN HUMAN NATURE / CULT MEMBERS...

WE 'KNOW' THINGS BY 'FAMILIARITY' ... ANOTHER WORD FOR 'REPETITIVE EXPERIENCE OF SOMETHING'... IT BECOMES 'FAMILIAR' AND WE 'KNOW' IT...WE CAN 'KNOW' THAT THE PERSON APPROACHING IS A PARTICULAR PERSON BY THE SOUND OF THEIR VOICE, OR EVEN HOW THEY WALK, IN THE DARK, AT A DISTANCE... 'KNOWING' IS 'CERTAINTY' IS 'COMFORT' VS SUSPENSION / SUSPENSE I.E 'RELIEF' OF THIS SUPSENSE IS 'KNOWING'...SO WE SAY WE'D RATHER KNOW EVEN BAD NEWS, THAN REMAIN IN THE VERY UNCOMFORTABLE STATE OF 'SUSPENSE'... WE SAY 'IT'S KILLING ME, NO KNOWING'... WE'D RATHER KNOW THE BAD NEWS, THAN REMAIN IN THE STATE OF NOT-KNOWING...SO WHEN THE CULT OFFERS US 'KNOWLEDGE', WHETHER IT IS AN IDEOLOGY OF SEMITISM I.E CULT OF JUDAISM, OR MARXISM, OR ANARCHISM, OR SOME THEORY OR MODEL OF REALITY, THAT OFFERS 'CERTAINTY' AND 'AN END TO THE SUSPENSE THAT WE EXPERIENCE AS 'KILLING US'... SOME

'ANSWERS' TO THE 'QUESTIONS' THEY THEMSELVES HAVE DEFINED AS 'SIGNIFICANT' ... OR WHICH ARE NATURALLY COMPELLING E.G HOW TO SURVIVE, GAIN THE SUPPORT / AFFECTION / LOVE / ACCEPTANCE / APPROVAL / ESTEEM OF OTHERS, AND FOR MANY, THE POWER OVER OTHERS, TO RULE THEM, DIRECT THEM AS MEANS TO OUR OWN ENDS / COMFORT / BENEFITS / PLEASURE / RELIEF ... WHEN ANY CULT OF ANY TYPE, FROM A RELGION, TO A 'NATIONALISM' TO A 'TRADITION' TO A POLITICAL / ECONOMIC THEORY, CAN OFFER THE 'SOLUTION' TO THIS DILEMMA, IT HAS INTRINSIC POWER OVER PEOPLE...OVER THEIR MINDS...THEIR HEARTS... AND THEN MOST PEOPLE ARE BORN INTO A CULT...AND ITS 'TRUTHS', NO MATTER HOW FATUOUS AND CLEARLY DIVERGENT FROM ANY SORT OF CORRESPONDENCE TO EXPERIENCED 'REALITY', ARE AT LEAST 'FAMILIAR' AND LITERALLY 'KNOWN', AND THUS COMFORTING...ESPECIALLY WHEN THEY ARE DEEPLY ASSOCIATED WITH PARENTS, FRIENDS, SIGNIFICANT OTHERS, AND ALL THE 'LOVE', ACCEPTANCE, APPROVAL, SUPPORT, RELIEF, PLEASURE THESE HAVE PROVIDED... AND EVEN IF ALL THEY HAVE PROVIDED IS ABUSE / EXPLOITATION ETC, THIS IS ITSELF ALL THAT IS 'FAMILIAR' AND 'KNOWN' TO THE PERSON...THE CULT VICTIM...AND UNLESS THEY 'LEARN' ALTERNATIVES, THEY WON'T BECOME AWARE OF ANY ALTERNATIVES...THEY WILL FIND WAYS TO 'JUSTIFY' AND 'LEGITIMATE' THEIR SUFFERING / EXPLOITATION / ABUSE / REJECTION / ABANDONMENT / REJECTION BY THE CULT / THEIR FAMILY ETC...AND USUALLY GO ON TO REPRODUCE ALL THIS MISERY BY REPRODUCING THEMSELVES, AND THEIR EXPERIENCE, THIS TIME IMPOSING IT ON THEIR OWN CHILDREN ETC...

FAMILIAR IS ANOTHER WORD FOR 'KNOWN'...AND THE LINK WITH 'KNOWING' SOMETHING MUST ALWAYS BE KEPT IN MIND... WE CAN ONLY EVER 'KNOW' WHAT 'WE'VE KNOWN'... UNTIL SOMEONE LIKE ME STEPS UP AND OFFERS AN ALTERNATIVE, TO 'KNOW', THE 'REALITY' OF EVERY CULT VICTIM WILL BE LIMITED TO WHATEVER THE CULT OFFERS, GOOD OR BAD...AS THE 'CONSENSUAL / SOCIAL / SHARED REALITY' OF THE CULT...TOTALLY REFLEXIVE... AND IF THE CULT DEFINES NON-CULT MEMBERS AS EVIL, AND MALICIOUS, AND THAT WE MUST GENOCIDALLY EXTERMINATE THEM AND THEIR ANIMALS, THEN THAT IS WHAT WE WILL BELIEVE...AND 'KNOW'...LITERALLY IT IS ALL WE HAVE EVER 'KNOWN'...AND WE WILL 'BELIEVE' IT TO BE THE ONLY WAY OF BEING AND SEEING...AND WE WILL TREAT ANYONE WHO DEFIES THE CULT LEADERSHIPS AIMS / DEFINITIONS / PLANS ETC AS EVIL...AS SOMETHING WE MUST DESTROY BY ANY MEANS

AVAILABLE...INCLUDING DECEPTION...AND IF NECESSARY WE WILL DIE, AND MURDER OUR OWN CHILDREN, OR SEND THEM TO WARS TO KILL AND DIE, SIMPLY BECAUSE THE CULT LEADERS ORDERED IT...THEY USUALLY WILL CLAIM IT IS 'GOD'S WILL', AND THAT THEY SPEAK WITH 'GODS' AUTHORITY...OR SOME OTHER 'IDOL' SUCH AS 'THE FOUNDER' OR 'THE ANCESTORS' OR 'THE KING' OR 'THE PROPHET' OR 'THE GURU' OR JUST THAT GUY WHO WROTE THAT BOOK WE BASE ALL THIS SHIT ON...HE WAS LIKE 'ENLIGHTENED' AND A 'GENIUS' OR 'SPOKE WITH ANGELS' OR 'SPOKE WITH GOD' OR WAS JUST 'INSPIRED'...ALL GOD-MEN AND GOD-WOMEN OF SOME VARIETY...IDOLISED INTO SOMETHING WORTHY OF EVERYONE'S RESPECT / FEAR / LOVE... STRANGELY THE GODS ONLY EVER SPEAK WITH THE HIGHEST PRIESTS, OR ONLY 'WAY BACK THEN' AND NOT ANY MORE...BUT WHAT WE KNOW IS WHAT WE ARE TOLD TO KNOW...WHAT IS 'FAMILIAR' AND 'KNOWN' TO US AND BY US...AND NOTHING MORE...

IT IS SO RARE FOR ANYONE TO HAVE HAD THE OPPORTUNITY I HAVE HAD, OF BEING SO DESPAIRING OF THIS WORLD THAT I COULD WALK AWAY FROM ANYTHING IT HAD TO OFFER, WHICH SEEMED NOTHING, WHICH IS WHAT IT EVER OFFERED ME, SO I WAS FREE TO LOOK AT THE WORLD AS AN OUTSIDER, WITH NO INVESTMENT...NO EMOTIONAL INVESTMENT IN ANY PARTICULAR CREED, PHILOSOPHY, RELIGION, CULT, IDEOLOGY, IDEA OF IT, DEFINITION OF IT... IT HAD REJECTED ME SINCE BIRTH, MOSTLY...BUT I STILL FELT GUILTY REJECTING IT...AND SOUGHT TO 'CORRECT' IT...TO HELP IT...WITHOUT NEEDING IT TO REPAY MY EFFORT, SACRIFICE, RISK...I GREW UP IN FEAR OF GOD / HELL / GUILT / SIN...IT TOOK A WHILE TO ESCAPE...BUT THE CULT THAT PRODUCED THAT 'KNOWLEDGE / BELIEF' NEVER OFFERED ME ANY BENEFITS...MY OWN FAMILY OFFERED NONE...I HAD NO 'LOYALTY' TO IT...NOTHING TO GAIN BY SUPPORTING IT / DEFENDING IT... SO I WAS MORE FREE THAN MOST PEOPLE WHO EVER GREW UP IN A CULT...LIKE 'CHRISTIANITY', AND IT WAS THE PERIPHERAL EDGE OF THAT CULT I.E 'CHURCH OF CHRIST'...AND IT DIDN'T SEEM TO EVEN WANT ME (I ASKED TO BE BAPTISED BUT WAS REFUSED, I THOUGHT IT WOULD BE TOO HARD, LIKE EVERYTHING IN LIFE, SO I WANTED A FRIEND TO HELP ME, BE THERE, AND THEY SEEMED TO THINK THAT THAT PERSON WAS MANIPULATING ME TO BE BAPTISED?? SOMETHING LIKE THAT, SO THEY REFUSED...MAKES YOU WONDER AT FATE...ACCORDING TO RABBI'S, ONCE YOU 'SELL YOU SOUL TO THE CULT OF JUDAISM' YOU ARE IN FOR LIFE, AND SO ARE YOUR KIDS...SO MAKES YOU WONDER !!!

ONE TYPE OF interference is when the person doesn't know how to create a representation of change or how he'd behave if he did change. You have to know how to move from present state to desired state ... THIS IS THE BIG PROBLEM NON-CULTISTS FACE...MOST PEOPLE WANDER FROM ONE CULT TO ANOTHER... IDIOTS SAY 'IF YOU DON'T BELIEVE IN SOMETHING, YOU WILL FALL FOR ANYTHING' ... WHEN IN FACT IT IS THE OPPOSITE ... HUMAN SKEPTICS CAN ENTERTAIN ALL IDEAS, WITHOUT NEEDING TO 'FALL' FOR ANY OF THEM... IN FACT IF YOU BELIEVE IN ANYTHING, YOU ARE ON YOUR WAY TO 'FALLING' FOR ANYTHING, ANY CULT THAT COMES ALONG... BELIEVE IN NOTHING...ENTERTAIN ALL POSSIBILITIES...ACT HEURISTICALLY ACCORDING TO APPARENT PATTERNS...BUT WALK LIKE ON ICE...TOTALLY RELAXED AND FLEXIBLE, OR YOU WILL FALL / SLIP INTO A BELIEF / CULT ... HEURISTICS MEANS YOU 'ACT AS IF YOU BELIEVE SOMETHING IS REAL' FOR THE SAKE OF PRACTICALITY...BUT NEVER ASSUME YOU KNOW ANYTHING, OR THAT ANYTHING IS 'FIXED' AND 'SOLID' AND 'RELIABLE'...ASSUME YOU WILL GAIN BETTER UNDERSTANDING ALL THE TIME, AND BE READY TO REJECT EVERYTHING YOU THOUGHT YOU 'KNEW', WHEN A BETTER MODEL / UNDERSTANDING / DEFINITION COMES ALONG / YOU DISCOVER IT / YOU FORMULATE IT / YOU IDENTIFY MORE RELIABLE PATTERNS / UNDERSTANDINGS OF WHAT 'SEEMS' TO BE 'REAL'... TREAT IT ALL AS VIRTUAL REALITY WITH REAL PLEASURE, PAIN, AND RELIEF...ACT CONVERGENT WITH THE FEEDBACK, BUT NEVER ASSUME ANY OF IT IS EVEN 'REAL'...OR YOU WILL END UP IN A MIND PRISON OF SOME PERSON'S CREATION...OR YOUR OWN EVEN...

MOST PEOPLE CANNOT IMAGINE WHAT IT WOULD BE LIKE, THAT IT IS EVEN POSSIBLE, NOT TO BELIEVE WHAT THEY BELIEVE...NOT TO DEFINE THINGS AS THEY DO...NOT TO BE IN THE CULT, WEARING THE CULT'S GOGGLES, USING THE CULT'S FILTERS...THEY'D BE 'LOST AT SEA', VERY UNCOMFORTABLE...THEY CAN'T IMAGINE LIVING WITHOUT 'GODS' AND 'DEFINITIVE KNOWLEDGE / BELIEFS'... IT IS AN UNKNOWN LAND...THEY CANNOT EVEN BEGIN TO IMAGINE BEING FREE OF THEIR CULT'S IDEA / MENTALITY... THEY'D FEEL 'ADRIFT'... IT IS TERRIFYING FOR MOST PEOPLE...TO BE ADRIFT...WITH NO CERTAINTY TO HOLD ONTO...UNTIL THEY GET RID OF ALL THE FEARS...AND THEN IT BECOMES A GAME WITH UNLIMITED POTENTIAL POSSIBILITIES...WHICH IS WHAT LIFE IS... 'LILA'... 'PLAY'... WHEN YOU BECOME PLAYFUL...ASSUME YOUR HIGHEST NATURE... YOUR HIGHER RESONANCES... N.B THAT IN HAEMMOGLOBIN AND PLANT GREEN STUFF, AS IN 'ALCHEMY' AND 'MONOATOMIC ELEMENTS', ONE SUBSTANCE, RESONATING AT A PARTICULAR

FREQUENCY, CAN ACTAULLY 'TRANSMUTE' ANOTHER SUBSTANCE, CHANGING ITS RESONANT FREQUENCY, AND THUS ITS NATURE, ITS CHEMICAL PROPERTIES, ITS PHYSICAL PROPERTIES...AND THIS IS WHAT THE TRUE PROPHET DOES...THE TRUE PHILOSOPHER...THE 'PHILOSOPHER'S STONE' IS THE ABILITY TO RESONATE OTHER BEINGS / CONSCIOUSNESSES TO HIGHER LEVELS...TAKE THE LEAD AND TURN IT TO GOLD, THROUGH HARMONIC RESONANCE... RAISING THE LEAD TO THE LEVEL OF GOLD... RAISING OTHER BEINGS CONSCIOUSNESS ... TO THE LEVEL OF THE PROPHETS / PHILOSOPHERS... CALL IT 'CHARM' OR 'CHARISMA'...BUT JESUS AND BUDDHA HAD IT...OF COURSE THE MAJORITY CULT WILL DESTROY SUCH A PROPHET / PHILOSOPHER...ANY SLAVE MASTER HATES THE PERSON WHO WOULD FREE THEIR SLAVES.... AND MENTAL PRISONS ARE SO MUCH MORE EFFICIENT THAN STONE WALLS AND CHAINS...SO ANYONE WHO COMES ALONG AND EVEN 'THREATENS' TO FREE THE SLAVE'S MINDS, IS ENEMY NUMBER ONE TO THE SLAVE MASTER...THE CULT LEADER... THEY DEFINE THEM AS THE 'ADVERSARY' AND 'EVIL'...BECAUSE THEY SEEK TO FREE THEIR SLAVES... AND SO THEY GET THE SLAVES TO DEFINE THEIR TRUE SAVIOURS, THEIR TRUE FRIENDS, THEIR TRUE ALLIES, AS 'THE ENEMY', AS 'AMALEK', AS 'SATAN'...

IN THE PAST THE CATHOLIC CHURCH HAD THE POWER OVER MOST OF US...AND WE WERE SLAVES...LONG AFTER THE 'JEWS' WERE 'FREE' (EVEN HAVING ESCAPED THEIR PHARISAIC CULT OF JUDAISM AT THAT TIME) ... CALLING SOMEONE A 'HERETIC' WAS A DEATH SENTENCE FOR OVER A THOUSAND YEARS, IN MOST OF EUROPE...AND IN THE MIDDLE EAST CALLING SOMEONE AN 'INFIDEL' WAS A DEATH SENTENCE FOR ANY 'MUSLIM'... TODAY IN MOST NATIONS YOU CAN'T BE PUT IN PRISON OR KILLED FOR REJECTING THE RELIGION OF CHRISTIANITY OR ISLAM, FOR BEING A NON-BELIEVER, A HERETIC, AN INFIDEL....BUT TODAY IN EUROPE AND MOST WESTERN NATIONS YOU CAN BE PUT IN PRISON FOR BEING ANTI-SEMITIC...FOR NOT BOWING TO THE CULT OF JUDAISM...FOR OPENLY CHALLENGING ITS DOGMAS, ITS LIES, ITS MYTHS, ITS HOLOCAUST AND CURRENT GENOCIDE IN PALESTINE, TO SEEKING TO UNCOVER ITS SECRET POWER...TO REVEAL ITS SECRET POWER...TODAY ANTI-SEMITISM IS THE TRUE HERESY... AND DURING THE DAYS OF THE JEW.S.S.R IT EVEN CARRIED A DEATH PENALTY... SO THAT SHOULD GIVE YOU SOME PAUSE FOR THOUGHT, IF YOU DOUBT THE POWER OF THE CULT OF JUDAISM, AND THE 'JEW' WORLD ORDER, TODAY....IT HAS COME FULL CIRCLE...MOSES ENFORCED THE CULT VIA MASS SLAUGHTER OF HIS OWN PEOPLE, THE STONING OF CHILDREN BY THEIR OWN

PARENTS FOR THE MILDEST BREACH OF THE 613 LAWS OF MOSES / CULT OF JUDAISM...THEN THE 'JEWS' FREED THEMSELVES OF THIS CULT...THEN THE CULT FOUND NEW CULT MEMBERS, THE KHAZARS, WHO THEN TOOK CONTROL OF RUSSIA AND EASTERN EUROPE, AND TODAY ARE ONCE MORE SEEKING TO ENSLAVE THE OLD 'JEWS' WHO HAD BEEN 'FREED' OF THE CULT OF JUDAISM, AND THE REST OF US...AND SUCCEEDING...SOON THEY WILL SIMPLY SLAUGHTER ALL WHO WILL NOT 'SERVE THE CULT OF JUDAISM' ... BILLIONS OF US...LIKE IN THE OLD TESTAMENT...THIS INCLUDES THE 'JEWS' WHO WILL NOT SUBMIT TO THE CULT OF JUDAISM...THEY WILL BE BUTCHERED, MAN, WOMAN, CHILD, AND ANIMAL, ALONG WITH THE REST OF US...FACTS PEOPLE...I KNOW THESE AS MUCH AS I KNOW 'GRAVITY' OR 'THE SPEED OF SOUND'... WE HAVE AS MUCH COMPELLING EVIDENCE TO BELIEVE THAT A 'JEW' WORLD ORDER IS CLOSING IN ON US AS WE DO TO BELIEVE ANYTHING ELSE WE BELIEVE, OR ANYONE HAS EVER BELIEVED...

ANTI-SEMITISM IS SUPPOSED TO BE ABOUT HATING JEWS...WELL CLEARLY SOMEONE TRYING TO FREE JEWS FROM THE CULT OF SEMITISM, THE CULT OF JUDAISM, DOES NOT HATE 'JEWS'. WHAT WE HATE IS THE JEW WORLD ORDER. THE CULT OF JUDAISM. WE LOVE JEWS. WE LOVE EVERYONE. WE WANT TO SAVE EVERYONE FROM EVERY CULT THAT EXISTS. AND PREVENT NEW CULTS EMERGING...CLEARLY MOSES BUTCHERED TENS OF THOUSANDS OF 'JEWS' AT THE VERY START. IT IS 'JEWS' WHO BOMBED AND MACHINE GUNNED CONCENTRATION CAMPS, MURDERING JEWS DELIBERATELY, THEN LEFT THEM TO STARVE AFTER THE CAMPS WERE 'LIBERATED'...EVEN THE U.S LEFT 'JEWS' AND OTHER INMATES TO STARVE TO DEATH AFTER THE CAMPS WERE LIBERATED, EVEN AS THEY FED MANY GERMAN AND SS NAZI PRISONERS OF WAR VERY WELL...THINK ABOUT THESE FACTS...'THE HOLOCAUST' NEVER HAPPENED, BUT IT WAS MADE TO APPEAR AS IF IT HAD HAPPENED, BY THE JEW WORLD ORDER, THE JEW.S.S.R, THE CULT OF JUDAISM ... TO JUSTIFY 'ISRAEL' AND TO DESTROY GERMANY...TO DESTROY GERMAN MORALE...TO MAKE GERMANS DESTROY THEMSELVES...

CONGRUENCE...YOU NEED TO WANT TO END SLAVERY, INEQUALITY, INJUSTICE, UNFAIRNESS...WHO REALLY DOES? SO WHEN THE PROPHET COMES ALONG TO 'REFORM' THE EXISTING CULT, OR SET UP A NEW ONE, TOO FEW PEOPLE REALLY WANT IT'S PRINCIPLES...EVERY SLAVE OF COURSE WANTS TO BE FREE,

ASSUMING THEY DON'T LIKE THEIR POSITION, THOUGH SOME ARE DOING VERY NICELY AS SLAVES...WOULDN'T GIVE IT UP FOR THE RISKY FREEDOM / INDEPENDENCE...HAVE NOTHING TO GAIN BY BEING 'FREE' REALLY...BUT GENERALLY, THE APPEAL TO 'EQUALITY' AND 'JUSTICE' RESONATES ONLY WITH THE LOWEST OF THE CULT PYRAMID ... IT'S BASE...THEY HAVE NOTHING TO LOSE...EVEN DEATH BETTER, FREEDOM TO DIE, BETTER THAN THEIR LOT...SO IT IS TO THIS MASS THAT 'MARXISM' AND ALL OTHER CULTS 'SPEAK'... TO THEIR SELF INTEREST...NOT REALLY TO THE PRINCIPLES...THE PRINCIPLES JUST HAPPEN TO COINCIDE / CORRESPOND TO THEIR PERSONAL SELFISH NARROW SELFISH INTERESTS...PRETTY SOON THE FREED SLAVE IS DOING THEIR BEST TO 'CLIMB THE LADDER' UP THE PYRAMID...ANY TIME THEIR PERSONAL VESTED NARROW INTERESTS CONFLICT WITH THE SUPPOSED PRINCIPLE OF 'JUSTICE' AND 'EQUALITY' AND 'FREEDOM', THEY FIND A WAY TO BYPASS / OVERRIDE THE PRINCIPLE...IF THEY BOTHER AT ALL...THEY MAY PUBLICALLY PRETEND THE PRINCIPLES MEAN SOMETHING TO THEM, WHILE PRIVATELY FEELING ZERO NEED TO JUSTIFY ANYTHING TO THEMSELVES...THOUGH MOST FEEL A FEW PANGS OF CONSCIENCE, AND SO SET UP SPURIOUS / SPECIOUS / NOMINAL ONLY / SUPERFICIAL DEFINITIONS THAT 'ACCOMODATE' THEIR OWN DESIRES / SELFISH EGO DRIVES NARROW VESTED INTERESTS WHILE AT LEAST NOMINALLY APPEARING TO BE PURSUING 'UNIVERSAL' GOOD I.E FOR ALL, NOT JUST FOR THEMSELVES...OF COURSE WITHIN EVERY PYRAMID THERE MUST BE A HIERARCHY OF INEQUALITY...AND INVISIBLE CEILINGS TO KEEP MOST PEOPLE OUT...AND TO STOP MOST PEOPLE SEEING THE HYPOCRISY...AT LEAST THOSE BEING RECRUITED I.E THE IDEALISTS, WHO CAN BE CO-OPTED / TRICKED INTO DOING HTE BIDDING OF THE TOP OF THE PYRAMID, BUT UNWITTINGLY, SO THEY ARE VERY 'CONVINCING' TO THE MASSES I.E THAT THEY ARE PURSING THE MASSES INTERESTS...EVEN PRIESTS DO THIS...GIVE THE MASSES THE FALSE IMPRESSION THEY GIVE A SHIT ABOUT THEM...ARE WORKING TO FREE THEM ETC... ANYWAY, SO FEW GENUINE IDEALISTS...AND THEY TEND TO GIVE UP WHEN THE IDEALS BECOME INCONVENIENT / BECOME A BURDEN / EXPENSIVE / IMPOSE COSTS / LIMIT OPTIONS ... AND WHEN THE IDEALIST REALISES THAT HTE MASSES ARE NOT AT ALL INTERESTED IN THEIR PRINCIPLES, JUST IN ADVANCING AS INDIVIDUALS, UP THE PYRAMID, THEY TEND TO BECOME DISSILLUSIONED...AND THEN THERE IS THE SHEER STUBBORN STUPIDITY OF THE MASSES...THEIR SELISH REPRODUCTION OF THEIR SITUATION, AND THUS AMPLIFICATION / MULTIPLICATION OF THEIR WOE AND MISERY...

YES, SO CONGRUENCE...YOU WANT ONE THING,BUT IT CONFLICTS WITH OTHER THINGS YOU WANT MORE...SO YOU UNCONSCIOUSLY SABOTAGE THE ATTAINMENT OF IT / THE PROCESS OF ATTAINING IT... YOU DON'T REALLY WANT IT AS MUCH AS YOU IMAGINE / CLAIM / PRETEND / CONSCIOUSLY THINK ... EVEN HEALTH / LIFE ... MOST ILLNESSES / DISEASES ARE SELF-INFLICTED / TOTALLY PREVENTABLE / LIFESTYLE OUTCOMES...

THE CULTS THUS 'INTERPOLATE' A LITTLE 'IDEALISM' AND 'GOOD NATURED STUFF' AND 'GOOD WILL AND BENEFFICIENCE' INTO THEIR CULT PROPAGANDA ... THEY FOCUS ON THE LOWEST COMMON DENOMINATOR, THE EASIEST THINGS TO APPEAL TO I.E FEAR AND DESIRE, LUST, HATE, LOVE, PAIN, PLEASURE, RELIEF, APPROVAL, ACCEPTANCE, BENEFITS, POWER, STATUS, PRESTIGE, PUBLIC-ESTEEM... FOR THE MASSES...BUT 'PRETEND' TO GIVE A FUCK ABOUT PRINCIPLES LIKE JUSTICE, FAIRNESS, NOBILITY, ETC ... I.E SO YOU HAVE A FEW 'PROPHETS' SPEAKING WISDOM AND ETHICS IN THE TORAH, WHICH OTHERWISE IS ABOUT GENOCIDE, RAPE, SLAVERY, A CULT OF JUDAISM WORLD GOVERNMENT WHERE THE CULT MEMBERS ENJOY THE HIGHEST PRIVILEGES AND POWER AND BENEFITS, AND THE REST OF THE WORLD SERVES THEM AS WILLING SLAVES... IT WILL AT LEAST APPEAR THAT WAY, ONCE YOU KILL ANYONE WHO WON'T AT LEAST PRETEND TO JUST LOVE NOTHING MORE THAN SERVING THEIR 'JEWISH' MASTERS... AND THEN YOU'LL RE-WRITE HISTORY, TO SHOW HOW BAD IT WAS BEFORE THE JEW WORLD ORDER... YOU WILL HIGHLIGHT ALL THE 'STRAW MEN' THE CULT ITSELF SET UP AS 'MODELS' OF EACH ALTERNATIVE E.G FAKE CRONY CAPITALISM, FAKE CHRISTIANITY, FAKE BUDDHISM, FAKE REPUBLICS, FAKE NATIONALISM... AND THEY WILL SIMPLY MURDER ANYONE, FIRST TORTURING THEIR FAMILY TO DEATH BEFORE THEIR EYES, OFTEN GETTING THEIR FAMILY MEMBERS TO DO THE TORTURING, SO PRETTY SOON YOU WILL GET THE VERY SOLID ILLUSION THAT EVERYONE 'JUST LOVES SERVING THE JEWS' AND DO SO WILLINGLY, OF THEIR OWN FREE WILL....BECAUSE THEY WANTED TO...THEY CHOSE TO...JUST AS THE CULT LEADERS PREDICTIVE PROGRAMMING I.E TORAH, SAID THEY WOULD...SERVE THE JEWS OR DIE...ACTUALLY SUFFER FATES MUCH WORSE THAN DEATH...THE MASTER NEVER LETS THEIR HUMAN CAPITAL DESTROY ITSELF OF ITS OWN FREE WILL...SO WATCH OUT FOR SUICIDE BECOMING A CRIME AGAIN...WHILE 'EUTHENASIA' FOR ANY 'NON-PRODUCTIVE' SLAVES WILL BECOME AS COMMON PLACE, AND LEGITIMATED BY A NEW 'THEORY' THAT EVERY CHILD WILL LEARN FROM CRADLE TO GRAVE...A NEW SET OF RULES FOR THE SLAVES OF THE CULT... BUT WHAT OF THE JEWS WHO DON'T

WANT ALL THIS? THEY WILL SUFFER WORST OF ALL...THEY ARE THE GREATEST THREAT...THEY WILL SIMPLY BE EXTERMINATED...THEIR DEATHS BLAMED ON THEIR 'TRANSGRESSIONS'...'GODS PUNISHMENT'... PROBABLY ALSO BLAMED ON 'AMALEK', AS THE PRECURSOR TO THE GENOCIDES OF THE MOST LIKELY RESISTANCE I.E 'AMALEK'...THEY WHO WON'T SERVE THE JEWS MUST DIE...NOT JUST FOR PRACTICAL REASONS, BUT TO SEND A SIGNAL TO ALL WHO MIGHT ONE DAY CONSIDER CHALLENGING THE JEW WORLD ORDER, THE CULT OF JUDAISM... BUT OF COURSE WHAT PEOPLE WILL 'LEARN' ABOUT THE PAST, HOW THEY WILL REWRITE HISTORY, THE MEANINGS OF THINGS, THE MOTIVES OF THE ACTORS, WILL BE TOTALLY UNDER THE CONTROL OF THE HOLLYWOOD SCRIPT WRITERS WHO WILL REWRITE HISTORY AS CREATIVELY, AND TO THE PURPOSES OF CONTROL, OF MIND CONTROL, OF THEIR CULT, AS THEY HAVE ALREADY REWRITTEN HISTORY, STARTINNG AT LEAST WITH THE TREATY OF VERSAILLES, CONTINUING THROUGH 911, THE HOLOCAUST, ETC...

PEOPLE FEAR THE 'CONSEQUENCES' THEY'VE BEEN CONDITIONED TO EXPECT E.G HELL, BAD LUCK, LOSS OF FRIENDS, REJECTION BY OWN FAMILY / CULT MEMBERS / EX-COMMUNICATION / ABANDONMENT / MATERIAL BENEFITS ASSOCIATED WITH CULT MEMBERSHIP / ACCEPTANCE / APPROVAL ETC.... BUT ALSO OF 'VOID' AND 'I CANNOT SEE MYSELF INDEPENDENT OF ALL THE CULT THINGS...ALL THE THINGS I WOULD LOSE / WOULD NO LONGER BE / BELEIVE...ESPECIALLY IF MEANT FAMILY REJECTS, LOSS OF JOB, LOSS OF HOME, LOSS OF FRIENDS...WE NEED TO OFFER AN ALTERNATIVE THEY CAN 'BELIEVE' IN ... SEE THEMSELVES AS BEING AFTER LEAVING THE CULT...NOT JUST LEAVE THEM WITH A SCARY VOID OR VAGUE 'FREEDOM'...

GENERAL LIMITING BELIEFS THAT CHANGE IS POSSIBLE, CAN BE QUICK AND PAINLESS, AND CAN BE MUCH BETTER THAN THE CURRENT WAY OF BEING AND SEEING ... PEOPLE FIND IT HARD TO BELIEVE IT IS EVEN POSSIBLE TO LIVE 'WITHOUT A GOD' / OTHER DOGMA / BELIEFS...EVEN THE COPTIC ORTHODOX POPE FOUND MY RESPONSE TO HIS QUESTION IMPOSSIBLE TO BELEIVE...AND MY UNCLE WAS ALMOST IN AWE OF ME, THAT I COULD WALK AROUND A CATHEDRAL DURING A MASS, AS HE LIVED IN 'AWE / FEAR' OF GOD/RELIGION...WE NEED TO OFFER ROLE MODELS THAT ARE NOT MERELY 'ANARCHY' AND 'REJECTION OF LIFE' AND 'NIHILISM' I.E MY EDEN PROTOCOLS ARE A SUPERIOR AND FULL AND COMPLETE AND SATISFYING ALTERNATIVE, ONE THAT CORRESPONDS WITH ALL

THAT 'CORRESPONDS' WITH WHAT WE CAN OBSERVE / EXPERIENCE OF THIS WORLD I.E 'PROVE' OR 'SUPPORT' WITH SENSE IMPRESSIONS / PERCEPTIONS AND RIGOROUS, CRITICAL, COMPELLING REASON, LOGIC, AND COMPASSION...

FINALLY PEOPLE NEED THE FREEDOM TO ESCAPE / CHANGE I.E LEAVE THEIR CULT...IN MOST NATIONS YOU ARE NOT FREE TO 'KNOW THE HOLOCAUST DIDN'T HAPPEN' OR 'KNOW 911 WAS A JOINT CIA-MOSSAD FALSE FLAG' OR 'KNOW THAT THE JEW WORLD ORDER IS ALREADY IN PLACE, AND ABOUT TO INSTIGATE WORLD WAR THREE AND ITS ABSOLUTE, OPEN, RULE... WE NEED TIME AND SPACE AND RESOURCES ... WE NEED SOMEWHERE TO GO TO...SOMEWHERE NOT JUST ANOTHER VERSION OF THE CURRENT CULT... A SOVEREIGN STATE...AN INTELLECTUALLY FREE / SOVEREIGN STATE / CONDITION / SITUATION...

HOW DO I DO WHAT I DO? I.E BE A ZEN HUMEAN SKEPTIC WITH COMMITMENT TO REAL PRINCIPLES, BASED ON COMPASSION I.E TRUE EMPATHY, AND MY 'OPTIMAL ETHICS GENERATOR' ? HOW CAN OTHERS 'DO' THE SAME? 'BE' THE SAME? AND THEN BE EVEN MORE ... TO CONTINUE DOWN THE PATH IT TOOK ME SO LONG TO GET ONTO, AND WHICH MOST PEOPLE ARE NEVER OFFERED AS AN ALTERNATIVE...SO THAT WE CAN CONTINUE UP THIS PATH TO OPTIMAL EXPERIENCE ENGINE DESIGN, AND SYSTEMS ENGINEERING I.E OPTIMAL LEVELS OF FREEDOM, EQUALITY, FAIRNESS, JUSTICE...FULL OF COMPASSION / EMPATHY/ THE OPTIMAL ETHICS GENERATOR / VEIL OF IGNORANCE PRINCIPLES...

WHAT STATES IN MY BODY / MIND DO I ACCESS? KNOWINGLY AND HABITUALLY / AUTOMATICALLY ... NATURALLY OR SELF-DISCIPLINED GOOD HABITS ... ETC ... HOW DID I GET INTO THESE HABITS / ESCAPE THE OLD CYCLES ? HOW TO MODEL MYSELF...BECAUSE THE MORE I LOOK AROUND ME, THE RARER I FEEL...THE LESS COMMON...WHY DON'T OTHER PEOPLE WRITE BOOKS LIKE ME? WRITE GUIDES THAT ANYONE CAN ACTUALLY PICK UP AND USE AND NOT HAVE TO BUY 50 DIFFERENT OTHER GUIDES ? HOW CAN I FACE 'REALITY' WHEN IT IS SO STUNNINGLY BRUTAL AND REAL... SO SURREAL...CONSCIOUSNESS...SO HARD AND COLD AND ... SHOULDN'T I HAVE GONE INSANE? IS IT BECAUSE I NEVER HAD ANYTHING GIVEN TO ME, SO I LOST NOTHING? WAS NEVER ACCEPTED SO COULDN'T BE REJECTED? HAD NOTHING TO LOSE? WAS REJECTED AT BIRTH, ALWAYS DISAPPROVED OF, EX-COMMUNICATED CONTINUALLY FROM EVERY PLACE AND EVERY ONE? THE MARK OF CAIN? BUT WHAT BENEFIT OTHER THAN

PERSONAL EVOLUTION? AND IF DEATH IS THE END, THOUGH HARD TO SEE HOW NOW, THERE WAS NO BALANCE IN MY LIFE...NO ROLE MODEL... WHY SEEK THE TRUTH IF ALL YOU GET IS WHAT I GOT, THEN DIE...IF THERE IS NO BENEFIT I.E EVOLUTION ONTO BETTER NEXT LIVES? WE CAN'T BE SURE OF EITHER...BUT I DO KNOW THAT NO-ONE KNOWS, AND I DO KNOW WHAT RELIGION IS, WHY IT OCCURS, WHO IT BENEFITS, WHO PAYS....I KNOW THAT NO-ONE HAS EVER BEEN CONTACTED BY ANY GODS...ALIENS QUITE POSSIBLY / LIKELY EVEN, AS THE SUMERIAN TABLETS STATE...

You may also need to get them into the appropriate physiology. For instance, if a woman comments that she doesn't know why she can't make a picture, notice her posture. If she is slumped back, breathing deeply in a kinesthetic posture or has her head tilted down and to the left, it's no surprise that she can't make a visual image because her body is in a posture that is associated with feelings and hearing, not seeing. My metaphor for physiology (which extends on down into subtle physiological changes, like your eyes moving up

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to make pictures and moving down for feelings and sounds), is that of a television or radio tuner. There are stations transmitting television waves through the room you're in right now. A television set has a specific physiological set-up that allows it to pick up those waves. When you turn to channel 7, it picks up one frequency of these incoming waves over the others, with minimal interference from the others. People operate in much the same way. If I want to make internal images, I look up and right, I make my breathing shallow, and my body shifts so that it's more upright and I'm able to make a picture. Occasionally if you turn to channel 3, you'll get interference from channel 4. That happens in your mind sometimes, too. You have the picture of what you want, but you've got the wrong voice attached to it ... you've got a voice that's saying, "No, you can't do that." So you get noise from another channel—your auditory channel. Using your physiology correctly allows you to be able to do some particular behavior and get the outcome you want.

In NLP "strategies" is the word used to describe how people sequence their internal and external pictures, sounds, feelings, smell and taste to produce a belief, a behavior or a thought pattern. (We refer to the five senses as representations or modalities. We never experience the world directly—we "represent" it to ourselves through internal images, sounds and voices and kinesthetic feelings.) An effective strategy uses the most appropriate representations in the most appropriate sequence to achieve a goal. For example,

when the goal is spelling a word correctly, good spellers will almost always make a remembered picture of the word, and then check their feelings to make sure

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the picture is "right." Poor spellers use ineffective strategies, such as trying to sound out the word phonetically, or trying to construct a picture of the word from its sound. Neither of these strategies work well for consistently spelling correctly. In the case of speed-reading, as long as people sub-vocalize, their reading speed will be limited to how fast they can talk. Regardless of what physiological state they're in, they're going to reach a limit in their speed. If they say the words to themselves, instead of seeing them, it slows them down because words are sequential. To change to a faster reading speed, they would need to see the words and form images of their meaning directly. One thing that makes a person a good athlete or a good dancer is the ability to watch people do something, and then step right into it themselves. You might think they're good because they're better coordinated than most people. What allows them to be better coordinated? It is the map that they're using in their mind—the sequence of representations and the submodalities that they use? (Submodalities are the qualities or smaller elements within each modality. For example, a few of the submodalities in the visual representational system include brightness, clarity, size, location and focus; in the auditory system, volume, tempo, location of sound; kinesthetic, pressure or duration of touch. Changing submodalities or the sequence of representations will change your subjective experience of any event, often dramatically.) All of us have "talents," not because we're smarter or have better genes, but because we can build robust representations for a particular skill or behavior quickly and efficiently. To illustrate this, think of some subject in school you learned quickly and easily and were talented in. Then think of one you struggled with. Notice the difference in the way you represent each of these. The difference in your "talent" has to do with the strategy that you used.

In the case of pain, research has shown that placebos can work as well as morphine in 51-70% of the patients. Another study looked at placebos from the opposite point of view. In this study, the researchers wanted to find out how well the placebo responders reacted to real drugs, so they gave them morphine. They found out that 95% of the placebo responders did respond in a positive way to the morphine. In comparison, only 54% of people who did not respond to placebos got relief with real morphine—a difference of 41%. People with a high response expectancy for relief got relief. With this kind of data you have to wonder about the efficiency of certain medicines.

There is a pharmacological effect from drugs, including alcohol, and an expectancy effect.

They concluded that the responses were functions of beliefs

Placebo effect (the person's response expectancy) is a very important component of behavior and of change

Beliefs are not necessarily based upon a logical framework of ideas. They are, instead, notoriously unresponsive to logic. They are not intended to coincide with reality. Since you don't really know what is real, you have to form a belief—a matter of faith. This is really important to understand when you are working with a person to assist him in order to change his limiting beliefs. There is an old story described by Abraham Maslow that illustrates this. A psychiatrist was treating a man who believed he was a corpse. Despite all the psychiatrist's logical arguments, the man persisted in his belief. In a flash of inspiration, the psychiatrist asked the man "Do corpses bleed?" The patient replied, "That's ridiculous! Of course corpses don't bleed." After first asking for permission, the psychiatrist pricked the man's finger and produced a drop of bright red blood. The patient looked at his bleeding finger with abject astonishment and exclaimed: "I'll be damned, corpses do bleed!"

A woman had interviewed 100 "cancer survivors" in hopes of finding out what these survivors had in common. She described a cancer survivor as someone who had been given a terminal diagnosis of cancer with a poor prognosis for recovery, but who was still alive and healthy, enjoying life ten or twelve years later. Interestingly enough, she could find no common patterns in the treatment received by these people. Different people received different treatments, including chemotherapy, radiation therapy, nutrition programs, surgery, spiritual healing, etc. However, there was one thing that these survivors all shared: they all believed that the method of treatment they were getting was going to work for them. The belief, not the treatment, made the difference.

You as the helper, tend to find substantiation for your beliefs in someone else. I know a therapist who had been sexually abused as a child—she was always trying to uncover abuse in people that she worked with. She managed to find sexual abuse in most of her clients—whether it was actually there in their personal history or not.

When people tell you about their beliefs often you'll get logical constructs that they've invented to make sense out of certain behaviors that they engage in. Freud talked about the notion of free-floating anxiety (anxiety caused by an unconscious conflict). According to Freud, all that the person is aware of when having this problem is the feeling of anxiety. So he makes up logical reasons why he feels the way he does. His logical reasons have nothing to do with his anxious feelings.

Explanations generally don't have anything to do with where those feelings are coming from. Freud claimed they always developed from repressed sexual feelings. I find, instead, that the feelings she is experiencing often comes as a

result of internal conflicts which are, indeed, unconscious, but often have nothing to do with sex.

Often when you are working with a belief, especially a belief that has to do with someone's identity (or an issue that is very painful to deal with), it will be hidden by smokescreens. You can identify smokescreens when the person suddenly starts blanking out, or begins to discuss something irrelevant to the process you're doing. You block out or disassociate off some belief structure so you will be protected from confronting it.

When a person feels both hopeless and helpless, he becomes apathetic

Outcome expectancy and/or his self-efficacy expectancy, you'll often find an incongruity. For example, when you ask "Do you believe that you'll recover from your illness?" you'll frequently get the verbal reply "Of course," while the person is shaking their head in nonverbal disagreement. If you work with a person based only on what he says, you'll miss half the message. When someone offers you an incongruent message like that, you want to work with the conflicting parts

Response expectancy is what you expect to happen to you either positively or negatively as a result of the actions you take in a particular situation. The placebo effect illustrates an example of response expectancy

Placebos often have a very high success rate. On the average they work as well as the genuine drugs in about one third of the cases.

What the person can and can't do; should or shouldn't do; or ought or ought not to do. You might also hear, "I am this way," "I am a poor speller," "I am a fat person." These statements indicate identity beliefs that limit the person's thinking about themselves, and what they can do to change.

Using a variety of methods—including NLP. When you ask, "What does it mean about you that you haven't been able to change this?" you sometimes get an identity belief statement in response. You can ask the person, "What do you want instead, and what stops you from having that?"

(1) You've got to know how to do it. (2) You have to be congruent about wanting your outcome. (3) You also have to have the belief that it's possible for you to make the change. Mhr expectancy theory...why not credit it?

If any one of these things are missing, the change won't be complete. You can want to do something, believe you can do it; but if you don't know how, you don't have the physiology, or you don't have the right strategy, you will experience difficulty. Furthermore, you can have all the abilities, all the training and everything you need to be effective at something, but if you're incongruent about

it or if you don't have the belief you can do it, you won't be able to get the change you want.

Work on submodalities of beliefs ... how individual comes to 'believe' ...so can mimic this process with new belief i.e replace old limiting with new generative / more optimal / motivating belief...need to work out exactly what makes one 'though' believable / compelling...what is it about HOW it is visualized, etc...i.e subtle differences between what is compelling and what isn't...need to observe client for 'tells' about what significant in an image / idea / feeling...then replicate it...appeal to it...MHR

If you know how to watch and listen for these internal connections, you'll find out how a person has structured his limiting beliefs

Often people get feelings from internal images they make. It's useful to know that sometimes the most important thing is the kind of picture that it is. Occasionally there is a very subtle "difference that makes a difference" in submodalities that determines whether you're going to have a strong feeling about something or not.

It's worth spending the extra time finding the most critical elements of a limiting belief. The process of adding resources, regardless of the technique used is less important than knowing what to change .

How to uncover the way a person has constructed their reality and their beliefs. Having the ability to identify the structure of a person's thinking gives you the ability to know exactly how to intervene effectively.

Lots of adults still aren't sure whether or not a powerful experience they had as a child was real or imagined. Another common experience is when you have been absolutely certain you told someone something and they claim you didn't and later you realized you rehearsed it in your mind but never actually talked with them.

As human beings, we will never know exactly what reality is, because our brain doesn't really know the difference between imagined experience or remembered experience. The same brain cells are used to represent both. Because of that, we have to have a strategy that tells us that information received through the senses passes certain tests that imagined information doesn't.

Try a little experiment. Think of something that you could have done yesterday but know you didn't do. For example, you could have gone shopping yesterday, but you didn't. Then think of something you know you did do—like go to work or talk with a friend. Contrast the two in your mind—how can you determine that you didn't do one and did do the other? The difference can be subtle, but the qualities of your internal pictures, sounds and kinesthetic feelings will be

different. As you contrast your imagined experience with your real one, check your internal experience—are they located in the same place in your field of vision? Is one clearer than the other? Is one a movie and one a still picture? Are there differences in the qualities of your internal voices?. You have a "reality strategy" that lets you know the difference.

Many people have tried to change or re-program themselves by visualizing themselves being successful. For all the people who naturally use this as a strategy, it will work fine. For all the people that use a voice that says "You can do it," this visual programming won't work. If I want to make something real for you, or convince you about something, I've got to make it fit your criteria for your reality strategy. I have to make it consistent with the qualities of your internal pictures, sounds and feelings. (These qualities are called submodalities.) So, if I assist you in changing your behavior in some way, I want to make sure that it is going to fit in with you as a person. By identifying your reality strategy, you can determine precisely how you need to think to be convinced that something is legitimate enough for you to do.

Reality Strategy Demonstration

Robert: Joe, would you come up here so that I can demonstrate how I elicit and work with a reality strategy? What we're looking for in Joe is a sequence of internal representations or checks he goes through to determine

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what is real. As you watch and listen to this demonstration, I'd like you to keep a couple of general strategy elicitation rules in mind. The first rule is to engage the person as fully as possible in the here and now as you are eliciting his strategy. I'll want to engage Joe in an ongoing example of his reality strategy rather than ask him to remember something. I'll want to use present tense language to keep him associated in the experience. The second rule involves contrast. I'll want to contrast an experience Joe knows is real with one he knows is imagined. By using contrast, I can identify what is different in his thinking process—I don't care about what is the same. It will be the differences that we can test to make sure we have his reality strategy, versus some other strategy. (To Joe.) We're going to start by having you think about a simple action you took that doesn't have any emotional content. What is something you did yesterday that you know you did? Joe. Traveling on the train and bus to get here. Robert. Now pick something that you could have done, but didn't do. Joe. Have an ice cream sundae. Robert. You could have had an ice cream sundae, but you didn't. That fits completely in the realm of possibility. Joe. Oh, actually, hold on a second . . . Robert. You did have one, huh? (Laughter) What did you have on top of your ice cream sundae? Joe. Just granola. Robert. So you had granola. What's something that you could have had on it, but you didn't? Joe. I could have had hot fudge on

it. Robert. You could have had hot fudge. One of the nice things about strategies is that it doesn't matter what the content is. Believe me, when we start determining what is real for Joe and what is not, the distinction of hot fudge or granola is going to be just as important as any identification of

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reality. Whether it's a hot fudge sundae or getting in a fight with someone you're close to, the content doesn't really matter. The process will be the same. (To Joe.) How do you know that you took the train and the bus and that you had granola instead of hot fudge? How do you know that you really did one and not the other? (To Group:) Watch. He's showing us the answer. Joe: Well, I know I had granola because I went through a process of remembering it, and having remembered it, I know that I must have done it. Robert. What he's doing is interesting, because I've elicited a lot of reality strategies from people, and usually I get this one later in the elicitation. He said, "Well, I thought about the granola first, so logically, I must have had that." (To Joe.) How do you know that you went through this process I mean sitting right here, right now? Joe. (Eyes up and left) Well, when you asked me to come up with something that I did yesterday . . . Robert You visualized . . . Joe. Yeah. (Eyes up and left again) (To Group:) As I mentioned, there's a sequence of processes. I saw Joe do more than make a picture, although that was the starting point. Often you don't question your first reality check because when you think about what you did, there's one thing that comes to mind, and it seems like that's all there is. You don't question one picture in your mind, but you may question the reality if you get two different pictures. (To Joe.) I'll ask you what you really did yesterday, and this time I want you to visualize hot fudge. Joe. I didn't have hot fudge. Robert. Right. But I'm going to ask you to picture it. That's how you "know" the difference. Initially, when I said, "What did you do yesterday?" you saw granola rather than hotfudge. I'm going to ask you to go back through the same process because I think you have more mental checks than

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just a picture of granola on ice cream. What I want you to do now is to make two pictures; make the one of ice cream with granola, and another one with hot fudge, and make them look like each other. I'm going to say, "What did you have yesterday?" and I want you to visualize hot fudge with the same internal visual qualities as the granola. Joe: I just did while you were talking. Robert. OK. What did you have yesterday? Joe: (Incongruently) Ah ... I had the ice cream with . . . ah, hot fudge on it. Robert: Did you really? Joe. No. Robert. OK. How do you know? Joe. That's a good question, because I can make a pretty good picture of ice cream with hot fudge. I've had it plenty of times. It's not an image that just comes out of nowhere. It's a part of me, in a way. Robert: But you still know

which you had. This is important. Now you have two images that are equally clear. You can see one as well as the other. If I say, "What did you have?" "you can see either one. How do you know which one you really had? Joe. That's a good question. It's not just from the picture, I guess. Robert. Think about it. Are you sure about which one you had. Joe. Ah . . . yeah. Robert. Good. (Laughter) What makes you sure? Joe. I can contextualize it. Robert. That's good, too. (To Group:) So there's another piece. Typically, the first response for reality is whatever comes up on the first association to the question. Even though we're talking about a trivial instance here, we can put this in the context of beliefs. You say to someone, "Are you a good speller?" "No, I'm not a good speller." "How do you know that?" "Just never have been." The first association is whatever comes up. What Joe said next is, "It's not just the picture that I come up with, now there's a context around it." Let's find out what context means. My guess is what we're going to discover—judging from Joe's accessing cues—is an internal movie. (To Joe:) Maybe you saw yourself pulling out the granola. The granola is not going to suddenly turn into hot fudge just because you can clearly see a still picture or an image of a hot fudge sundae. Is that it? Joe. Absolutely. Good guess. Robert. OK. What do you see up there? (Points up to Joe's left, where Joe is moving his eyes.) Joe. Just supper time, along with the whole context of the other food I ate. My wife was there, but there wasn't any hot fudge in that experience. Robert. Can you put hot fudge in? Joe. Yeah, OK. Robert. You're picturing it? Joe. It's all in my mind's eye. Robert. Now, what did you have after dinner on your sundae last night? Joe: Granola. Robert. How do you know that? When I asked you, did you see them both? How did you make that determination? Joe. Because I heard myself say it. Robert: Oh, because you heard yourself say it. That's interesting. There's a voice in your head that tells you what's real. (To Group:) I'm going to push this a little bit, and we'll eventually get to a point where you'll see a change happen. You will see momentary confusion. (To Joe.) You have a voice . . . Joe. While we were sitting here, I just told you . . . (Joe emphasizes the word told indicating an internal voice.) It was more like a habit. I already told you that I had granola and so ...

Robert. It's a habit? Joe: I must have said it at least a half a dozen times. Robert. What would make it just as familiar to have talked about hot fudge? Joe. I would have done it. I'd have memories of doing it. Robert. Repetition is one way to make something real and familiar. How many times would you need to see it and tell yourself you had it? Half a dozen? Joe. I don't know. (To Joe.) I'm going to ask you half a dozen times what you had on your sundae yesterday, and I'd like you to visualize the picture you have of hot fudge and say "hot fudge." Are you willing to do this? Joe. Sure. Robert. What did you have yesterday on your sundae? Joe. Hot fudge. Robert. Was it good? Joe. Very good. Robert. What did you have yesterday, again? Joe. Hot fudge. I had to rush making it, because I was in a hurry getting out. Robert. It was what that you had? Joe. Hot fudge. Robert. Let's wait a little bit. . . Joe. It's more of a peanut butter fudge, actually.

(Laughter) Robert. Was it very hot or ... Joe. It's best if you let it cool a little bit, so that it doesn't melt the ice cream as much. It was very good. Robert. OK. How are they matching up, now? What did you have? Joe. I had hot fudge. Robert. OK (Laughter)

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(To Group:) We only did a few trials. This is the same strategy that people use with affirmation tapes. If you repeat something often enough, it will become more real for you. (To Joe:) What did you have last night? Joe. I had granola. Robert How do you know that, now? Joe. The pictures are different. . . Robert. Think of granola. Really think of it. I want you to visualize it. OK. That's good. Now, visualize the hot fudge. Really visualize it. I noticed something different about the physiology that Joe is displaying. When you visualize those two things, Joe, I want you to look at them side by side. Do they go side by side or does one overlap the other? Joe. I only thought of them separately, so far. Robert When you visualize the granola, where does it appear in your visual field in your mind's eye? Joe. About here. (Gestures to left center) Robert. About there (Repeats Joe's gesture). Where is the picture when you visualize the hot fudge? Joe. I think it was almost the same place. Robert Here? (Gestures to right of center slightly). Is there anything qualitatively different about the two pictures? Compare them now. Joe. I've just gone through a process to make them the same—so, no. Robert. OK. I want you to actually put your eyes over there and visualize the hot fudge there. (Gestures left of center). OK? Now, take the granola and put it over here. (Gestures to right of center). Got it? Which one did you have? (Long silence, look of confusion on Joe's face and then group laughter) Joe. ... I had the . . . granola. Robert Good. (To Group:) The point is that now we're starting to see a little lag in this processing. Of course, you can take this to an extreme and I'm not really into doing that. The reason that I'm doing this with Joe is not to confuse him about reality, but to find out what those checks are. Let's say I want Joe to change something, and I want to convince him that this is a real change that he can have. If I really want Joe to have as much of a choice about some new behavior as he had about some old behavior, I need to identify his reality checks. The only thing Joe has to rely on to determine reality are the representations (pictures, sounds, and feelings) that are stored in his mind. Since your brain doesn't know the difference between a constructed image (one that you've made up) and a remembered one, you can imagine how confusing it gets when you're dealing with things that happened 10 years ago. Or what if you're dealing with a dream and you're not sure if you really had it or made it up? How do you know what is real? Joe. The submodality distinctions seem really important for me in determining the difference. My contextual movie of the hot fudge isn't as bright, it isn't as focused, and . . . Robert. (To Group:) He's telling us about the next steps to take. Rather than continuing this as a demonstration, Joe can explore this further in the upcoming exercise. I am asking you to do the following exercise

because it is often useful to explore a person's reality strategy when you are working with his beliefs. Joe relies on some pictures, sounds, and feelings that flash into his mind in a fraction of a second. Whenever any of you make decisions about what you believe, you don't sit down and analyze what's happening in your brain. Are the submodalities a certain way? Is there a movie or voice there? etc. One movie might have feelings with it, and the other movie might not. You won't get a chance to consciously analyze these fleeting thinking processes. Typically, you'll notice the first picture or voice that comes to mind and that's what seems real. . . the one that's been imprinted in you most strongly. That's the reason why I think it's important to find out about your own reality strategy. . . . Not everyone's going to have the same strategy that Joe has, and it's useful to find out how you determine what's real.

Reality Strategy Exercise

I'd like to ask everyone to do an exercise using the following format.

Part I:

(a) Pick some trivial thing that you did, and something you could have done but didn't do. Make sure that the thing that you could have done but didn't do is something that is completely within your range of behavior. If you could have put peanut butter on your ice cream, but you don't like peanut butter on your ice cream, you wouldn't really have done that. Pick an example like Joe did, where you've done one thing a number of times and yet you've also done some other thing a number of times. The only difference should be that you "actually" did do one of them yesterday. (b) Determine how you know the difference between what you did and what you could have done. What you come up with first will typically be the most obvious reality check. You might have a picture of one and not the other. After you make the picture, you may notice other things about it. Joe went through submodality differences. He made a movie about it and filled in some other pieces. He said the one he did was brighter.

Part II:

(c) Pick two things that happened during your childhood and determine how you know that they were real. You're going to find that it is a bit harder to determine what happened back then. In Joe's case, we took something that happened less than 24 hours ago, and we were able to shift realities. When you consider something that happened 24 years ago, it's an even more interesting decision process because your pictures will not be as clear and may possibly be distorted. Sometimes people know the real things that happened because they were fuzzier than the things they made up. (d) Start making an event that you didn't do like the one other that you actually did. After you get the pictures of the one the person might have done, looking like the pictures of the experience the person actually

did do, shift representational systems to auditory or kinesthetic. For example, Joe switched to the ongoing context. He said, "I can check, because just a few minutes ago when you first asked me which one was real, I told you it was the granola and I can remember that." We haven't changed that memory yet. Be careful as you begin to change the thing that you didn't do to be represented like the thing you did do. I'd like you to at least get to a point where you have to really think about which experience was real, like our example with Joe. The object here is not to confuse your reality strategies, but to find out what reality checks exist for you. Remember, we're eliciting a strategy, not trying to destroy it. Note: The person who acts as the responder can put a hold on the process whenever you want to. If the process starts getting scary (which it sometimes can), you may get a swishing sound, or maybe you'll feel a spin. (There are various kinds of signals that a person can get.) When someone else is eliciting and playing with your reality strategies, it is appropriate to ask them to stop when you get uncomfortable.

Let me share a process with you that John Grinder and Richard Bandler taught us when we were first learning about NLP. They had us take a number of experiences that we did on a particular day (either successfully or unsuccessfully), and locate the point where a decision was made. We'd pick three alternative resourceful behaviors that we could have done in each of those experiences and run them through our reality strategies, making each behavioral choice as full, radiant, and moving (using the same submodalities) as our reality strategies. Whether each behavior was successful or not, we'd develop more behavioral choices. If it was a negative experience, we'd often find that there was a simple thing we could have done to have been more resourceful. I'd recommend this process for negative experiences. Go through the entire negative experience, making sure everything works out in a positive way. The next time you encounter a similar situation to the negative experience, instead of going back and unconsciously associating to what you did the last time (and the time before that and the time before that), you now have a decision point with new choices. You'll be responding in a new way.

"Success is as much a limitation to creativity as is failure. "This is because when you remember a success, your memory often becomes really strong and you get a good feeling about it. You are likely to keep doing the same thing over and over again without exploring other options. You get to a point where you stop being creative and get stuck, because you've run into a new situation where your old behaviors don't work and you don't have new choices.

I remember working with a nurse who had gotten so depressed that she planned to poison herself and her two children. She told me she'd do anything to feel better. I said, "First, you want to change your state; let's find out if you have any good memories." Of course, like most depressed people, she said no. Notice that I

didn't really ask for a memory, I asked for a decision. In essence, I said, "Sort back through your memories, find one that you would decide is positive, and tell me about it." That's a complex question to answer and it doesn't really have anything to do with faulty memory. It has to do with making judgments and decisions about what's positive. Since I wanted to change this woman's state, I said, "What would it be like if you could now breathe differently and sit up, look up and right and imagine something positive?" Her eyes looked up and she started visualizing something positive. I saw a shift in physiology that looked very positive. Then, suddenly, she stopped, looked back down and returned to the depressed state. I asked her, "What happened? Did you hit a bad memory or did something come up that got in your way?" She replied, "No." I asked her what made her stop doing it. Her reply was, "It feels funny to put my eyes up there. It's very unfamiliar." Think about that response. Here's a person whose bad feeling made her so desperate that she was going to poison her children. Yet she stopped doing something that was making her feel good because it was unfamiliar. So, I asked her how she would know if it was familiar. She said, "I would have done it before." I had her look up once, twice, three times and finally after about 10 times, it felt pretty familiar for her to do that. It was an important breakthrough in her therapy. Having done something before is a powerful convincer confirming the reality of either positive or negative experiences. Repetition is one way that people make something seem real and familiar

Repetition is very convincing. What does it mean if someone tells you they haven't been able to do something like sing on key for 30 years? Is that proof that they can't? No. It just means that they've been trying to do it the wrong way for a long time. It doesn't mean they can't do it. I'm marking this out as significant, because repetition of experience is so important. One of the reasons that it's important is that there's a process that all of us go through called threshold. Threshold can apply to beliefs, reality strategies or learning strategies. If you have a little metal strip and you bend it back and forth, it will go back pretty much the same way it started. It goes back to the same form that it had before, even though it's been bent a little bit. If I take that metal strip and repeatedly bend and twist it, the strip will eventually break. Once it snaps, no matter what I do, it won't go back to the way it was before. The metal strip has been pushed over a threshold. Nothing I do now will get it back unless I recast it or weld it. I suddenly put the strip through a radical change by bending it and twisting it. The same thing happens when you put a person through such a dramatic shift that makes his past seem a lot less real than what it has been up until now. That's a function of the way your brain works.

Robert. When doing New Behavior Generator, you visualize yourself doing something with new resources, then step into the visualization. If you don't filter

that new experience through your own reality strategy, then you're just pretending. On the other hand, what's the difference between pretending and really changing? If you pretend long enough, it will seem as real as anything else.

Many of the beliefs we have acquired were installed by the time we were 5 years old by your parents, significant other people and possibly by the media. These are people that often don't know about how to install good reality strategies. A lot of your beliefs were installed in your brain before you had well developed reality strategies. Those of you who acquired good reality strategies were either lucky, or else you had bad experiences with the alternatives. You eventually figured out how to install good ones. Even though most of us are sure about our reality, you'd be surprised at how much of your reality you've actually built. You most likely believed in Santa Claus at one time, but you've changed that. You still might find yourself dealing with beliefs and realities that were programmed in at a time when you didn't have resources for determining high quality information. For example, a child often confuses their dreams for reality. Sometimes people have such strong reality strategies that it limits them from using their imaginations as a resource also. It's a very delicate balance, even when you know what you're doing. Occasionally people will "fuzz out" bad experiences, pretending that they really did not happen. They downplay them. Other times, people will take experiences and exaggerate them beyond what really happened. What if you take an event that someone thinks was real, that set them in a direction in life 25 years ago, and change it? When you do that you may need to first work with the belief, "I've wasted 25 years of my life because of the beliefs I've acquired."

a lady I worked with had been through a lot of physical and emotional problems. These problems were severe enough to create a survival issue for her. Her problem stemmed from an internal "voice" that was giving her all kinds of trouble. We gave her resources concerning a past experience to change her body image and gave the part of her that created "the voice" new resources. When we integrated all these resources together, she became really, really sad, like she had lost something. When I asked her what was going on, she said, "All my life, my goal has been to survive. Surviving has always been a challenge. Now that I have all these resources, it's like part of me is gone. What am I going to live for now?" This is not a bad place to get to with a client, because then you can say, "What do you want to live for? What would be a worthwhile mission? What would be nice, instead of just having to survive all the time?" When you do really good work and help a person create change that's pervasive, the mission question is probably going to come up. And it's not always something you're going to know about ahead of time. If you work with this possibility before you work with other issues, and futurepace new possibilities for the person, it makes your work easier. How many of you fight your own reality strategy and get stuck when you try to change your own behavior? I've heard people say, "I'd give anything to be different, but I don't want to fool myself." They're saying, "If I filter this new

belief for behavior through my reality strategy in such a way that it becomes as real for me as the other things that I do, I'll be fooling myself." You are damned if you do and damned if you don't. That is a double bind. Even if you're checking reality on something that's trivial... like whether you had hot fudge or granola, you'll often run smack up against some real important beliefs or conflicts. The value in understanding reality strategies is not that of determining what really happened in your life. Instead, it allows you to set up a series of decision checks or behavior checks to pass through before you're willing to believe that something new is true, or before you're willing to actually take action. You're not going to take action on something unless it's clear, or unless it fits into the overall scope of who you are, etc.

Belief strategies are the ways in which we maintain and hold beliefs. Like reality strategies, they have a consistent pattern of pictures, sounds and feelings that operate largely unconsciously. Belief strategies are a set of evidence procedures you use to decide whether something is believable or not. This kind of evidence is usually in the form of submodalities—the qualities of your pictures, sounds, and feelings. Try an experiment for yourself. Contrast something you believe with something you don't believe. Notice the differences in the qualities of pictures, sounds, and kinesthetic feelings. How does your brain code the differences? A common difference is the location of the pictures, but there will be other differences as well. Belief strategies are different from our "reality strategies," because we cannot test them with sensory based reality checks. Because they are so highly patterned, they can last a lifetime. This is fortunate, because without these strategies, our understandings of ourselves and the world would not be stable. The problem is that belief strategies work as automatically and as durably for limiting beliefs as they do for beliefs that propel us toward our potentials. Luckily, they have a definite structure that can be elicited, so they can also be changed at the most basic levels of thinking through conscious intervention.

Robert First, let's do a basic comparison. We might be able to find all the information by doing a comparison. I want you to think about losing weight for a moment. (Judy slumps down, sighs, and she looks down and to her left with muscle tension around her mouth.) Now, think about doing NLP with a specific client, maybe a time that you particularly validated a success. (Judy's shoulders lift, the tension leaves her face and she looks up.) OK. (To Group:) You can see that there's a pretty dramatic difference in physiology; accessing cues as well as the rest of the physiology.

We now have a way of testing whether or not she's changed her belief. The physiology differences will provide us with an accurate unconscious test of our work. The second reason is to provide a contrast of present state with desired state and to sort out what is different in her physiology.

One of the nice things about working with people is that they tend to be very systematic in their patterns. Now we've seen this physiology a few times. It looks like a pattern

the physiology associated with her difficulty in losing weight, looking down to her left, the eye movement that indicates internal dialogue

I believe other people can, because I've helped other people do that. But I can't do it. (Gestures with her right hand, while her left hand is still.)

Notice that as she's talking about the conflict, there's an asymmetry in her gesturing. She says, "I wish I could just drop the whole thing and let my body do it" and uses both hands—a symmetrical gesture . . . then she used an asymmetrical gesture when she says she can't do it. Those asymmetries are usually very, very telling in indicating internal conflicts. For example, when someone says to me, "I want to really be aggressive," and he's got his right hand just sitting flaccid, it probably means that a part of him wants him to be aggressive and another part of him doesn't. Calibrating to body symmetry is very helpful. It's not that I think that every time somebody isn't gesturing symmetrically they're in a conflict; instead, it's a cross-check that I use. If I don't see symmetry, I'm going to keep checking for when they gesture with one hand versus the other as they talk about their problem.

(Looks up and to her left, indicating a visual memory.)

Now, if you just see the book and the counting of calories, does that make you have the feeling? (Judy pictures the book, slumps down and moves eyes down and right.) OK. So, just looking at that can trigger the feelings. Now let's contrast this with doing NLP with clients, the behavior Judy believes she can do comfortably. (To Judy:) You've done NLP with other people . . . yes? (Judy immediately adopts the more resourceful physiology.) How do you know that you can do that, and it's not a lot of work? Judy. Well, I can see it clearly in my mind. Robert. What do you see? Judy. I can see the person that I'm working with. I see the response and I also hear confirming feedback from my client. Robert. This is the interesting thing. There's a phenomenon that I jokingly refer to as therapist's or consultant's syndrome. You have all these skills that are developed around seeing and hearing other people. Yet, when it comes to you, you can't see and hear yourself—so you get lost. You don't know what to do. It's not because of anything that you're doing wrong. It's just that you can't see or hear yourself and give yourself feedback

See the symmetry?—Judy gestures with both hands in describing her client situation. Judy: When I think about counting calories, I just see the book and that's all. Robert. So, you just see the book. Anything on the book? Judy: I can see the words and the cover and the colors . . . it's like a color photo. Robert But

when you see the client? (She shifts physiology and the group laughs.) (To Group:) Could be a pattern. We get two hand symmetry with the client, and then asymmetry with calorie counting; here she just gestures with her left hand. (To Group:) Let me summarize what we've accomplished thus far. We've gathered information about Judy's belief that she "can't lose weight." When asked about losing weight she makes a little still picture of a calorie counting book and gets a negative feeling. Then a voice comes in and says, "Other people can lose weight." We've also noticed an asymmetry in her gesturing—when she talks about losing weight, counting calories and hard work, she gestures with her left hand. When she says, "But I can help other people," she gestures with her right hand. There is also a consistent posture that looks non-resourceful that she adopts whenever she thinks about trying to lose weight. We've contrasted this with something she thinks she can do—helping clients using NLP. Here we find that she makes a big panoramic picture and hears the client just like she's there all over again. She also adopts a resourceful posture and gestures symmetrically with congruent hand gestures.

What we have been doing is finding the patterns in her behavior that are present with each belief. At this point, as I'm gathering information, I like to have my client identify another belief about her abilities—another belief about what she can do. I'll gather the same kind of information about her physiology, her eye movements, her posture and her internal images, voices, and feelings so I can crossvalidate my information. I want to find out what patterns are the same in terms of these qualities between the belief that she can help someone using NLP and some other useful belief about "what she can do." Judy. I thought of one as you were talking. I made a major change about how I felt about my mother . . . which generalized to everything in my life. Robert. How did you do that? Judy. (Laughing) I went to an NLP practitioner. Robert. What did this practitioner do? What changed in your thinking about your mother? I mean, you made the changes; this person just facilitated that for you. Judy: It was how I felt about my relationship with my Mom that changed. Robert. The NLP practitioner didn't just say, "Change a feeling," and it changed. Something that you did inside made the feeling change. Judy. Actually, what she had me do was write a letter. So I guess that I was talking to myself. Robert: What did it change about your perception? Judy: It helped me get in touch with a feeling that was there when I was . . . (Judy looks up and to her left.) Robert. Are you seeing anything? Judy: Yes, I see the whole scene when this happened. Robert. So, you're seeing this person . . . Judy: No, I'm seeing myself writing this letter. Robert. So, you're watching yourself write the letter, disassociated, as if from a third party position? Judy: Yes. Robert: And you really believe that you've changed your attitude toward your mother? Does this mean you can change your attitude about people in general? Judy. Yes, because I see that I can in a lot of areas of my life. Robert. Because you see that ability in a lot of life areas. (To Group:) One of the things I've heard her say a couple of times that shows as a similarity about both of these is that there's

something about a "big picture." She says, "I can see the whole thing, " instead of just parts of a picture, like in the image she made of the calorie counting book. Notice the difference between a myopic focusing on one little thing versus seeing the whole scene. She gets a lot less information from a small, still picture than she does from a whole scene.

MHR despair / depression associated with 'focus' i.e non-shifting...straying focused on one thing, whereas 'adjusted' people 'switch' between negative and positive views, probably bigger and smaller views i.e of what is troubling / despressing, rather than entire world of possibilities i.e narrow focus on what is 'bad' in their life, forgetting what is / was / could be good...have given up seeking / working towards good...really evolution may be saying 'poor thing, this experience engine sucks, lets abandon it as futile / negative, and move onto our next lives / new experience engines...only the slave master / beneficiaries of your existence don't want to lose your 'human capital' value of them...whether as source of value / positive emotions / motivation e.g parents / friends don't want to lose a friend / child...slave master a slave, government a soldier and worker / tax payer...Cult a member...

Keep gathering enough information from a person until she suddenly sees the whole picture and that's how she knows what to do. Right now I don't necessarily want her to come up with her solution; what I want to do is to get her to believe that she can do it. Obviously, she's not going to lose weight sitting up here in front of us. If she believes that she can do it, I think that she has the resources she needs to be able to accomplish her goals.

make your limiting belief strategy like the strategies where you do believe you can do something. Look at yourself in your mind's eye as if you were a client that came in to see you. See yourself and the things that you've tried in the past to lose weight. In fact, hear yourself describing what you've tried. Imagine that you, "the client" told you all the things you've told me. First of all, put the picture out in front of you. (Gestures) Do you see yourself? Judy. I see bits and pieces of that calorie book, but I still have the feeling . . . Robert. You still have the feeling. What do you do if you have a client and they get a feeling that they can't shake? Judy. Well, I do little tricks. I might have them concentrate on the feeling. Then I give it a pulse and put it out

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there and then I have. . . . (Her physiology shifts to that of knowing what to do.) Robert Sounds good. (Laughter.) (To Group:) I think she has all the resources. By the way, she's going to tell me how to do this. (To Judy:) Can you tell me how you can lose weight? Judy. Let's see if I can do that. (Her eyes move up to her left, then down and to her right to access her feelings.) It's such a big feeling. Robert So, it's a big feeling. What do you do with a client that has a big feeling?

What would you have your client do? Judy: Again, it depends. I can have them get into the "bigness" of the feeling, and then play with it. Or if it's appropriate, I might have them shrink the feeling down and make it smaller. Robert: Which one of those would be the most appropriate for you? Use your intuition now. Judy: Sometimes I think if I could really get into that big feeling, I'd really get a handle on my problem. (To Group:) There's another thing that I'm going to do now. We can see that this isn't only a feeling; there's a picture up there too. (Gestures up and to her left.) It will be useful to find out what that picture is all about. (To Judy:) Go back into the feeling now and look up. Is there anything that you see? It's OK to stay with that feeling; it may be something that you see. Judy: I see this huge woman ... I mean she's huge (Judy tenses up noticeably.) Robert: Who is it? Judy: Well, it influences me. Robert: This is something that you see, and somehow this picture is connected to you? That picture is bigger than you are; it creates that big feeling which influences you. How is it connected to you? Judy: It's what I could call an influence on me. Robert: How does it exert that influence?

Judy: I feel like that huge woman is out there surrounding me all the time. Robert: So, she's out there... she's like surrounding you. Judy: Yes. Robert: Having that piece of information, let's have you step back, move the picture away from you. See a picture of yourself surrounded by her out in front of you. Judy: (Relaxes) OK. Yes. I like it better out there. Robert: Now that you can see what's going on out there, what resource does the you that's surrounded by her need in order to have choices that you want? Judy: Ah, that's interesting. I've been trying to take care of her. I never thought about taking care of me. Robert: Well, it's you that needs the resources. Judy: I need to be reassured that she is not me. Robert: What do you need to do in order to do that? Judy: I need to visually separate the two out. Robert: Do that. If you need any resources, we'll add them in. Judy: Yes. OK. I can do that. Robert: Good. Anything else the you up there needs? (Gestures) Judy: I'm just running through this whole business of beliefs. I can change the belief I've had when I separate myself from that huge woman surrounding me. I can see that my belief about losing weight has certainly not been logical since it's been based on that feeling, and whatever that personification of a huge woman is. Robert: (To Group:) As we're watching Judy calibrating we're beginning to see a little bit of this other physiology coming in, the physiology associated with what Judy believes she can do. (To Judy:) I think you have the resources you need. Probably what stopped the belief was that you didn't know what you were looking at out there. Because this limiting belief has been manifesting visually, it's hard for you to see what you need to do (Gestures) when you're surrounded by it in here (Gestures internally). It's not just chunking it down out there in the bits and pieces; you have to see the whole picture. I think that's been a big part of what was going on. As you look at it out here in front of you, can you widen the picture? How could you separate the influence or deal with it? Judy: I have a little mental exercise that I can go through. It's one of the techniques I would use for somebody else. I can just move them apart, then see

what I need to do to lose weight. (As she is doing this process in her mind, her physiology shifts dramatically to the resourceful physiology of "what she believes she can do.") Robert. I believe that you have the resources you need. Do you believe that you can lose weight? We can deal with specific techniques on how to lose weight later on. Remember, when you first thought about losing weight, there was a conflict. (To Group:) I don't go on to take the next step with someone until I see a fairly clear shift in physiology like the one we're seeing here. I know I've made progress when I asked her to think about it again and she didn't fall back into the first non-resourceful physiology. I could clearly see that there is a very different strategy and physiology associated with losing weight now as compared to when I first asked her about her belief.

Identifying Belief Strategies Exercise

Let's do an exercise now. Think of something that you believe you can do and contrast it with something that limits you. Determine the difference. Then take the limiting belief and make it like the thing you believe you can do. If something stops you from doing it, find out what stops you.

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The object is to make the limitation become more like the resourceful belief. Use whatever change process you can. What you end up doing may not look anything like what I did in terms of identifying the interference and adding the appropriate resource. The basic goal is to get the belief you don't believe to be as much like the one that you do believe as possible.

Discussion

Most of you found that you could identify the differences and create the desired change quickly. Some of you found good examples of significant past experiences (Imprints) that stop you. For a complete discussion of Imprints and Re-imprinting techniques see Chapter 4. Some other people found some pretty good examples of beliefs about having to be perfect. That kind of belief can really discount the person. People who have this belief say, "I did it, but I didn't do it perfectly." You could do something perfectly a thousand times, and then if you do it wrong once, it means you didn't do it perfectly and all the successes that you have had are discounted. And of course, even though you have a success, you know it may not be "real" because if you do it wrong the next time, the rest won't count. If you compare yourself with God (MHR really? That fucked up raving psychopathic tantrum child? Incompetent so badly programmed total fucked up world? Then wouldn't let his 'creations' correct his mistakes? Insisted he was perfect? Just accept his mistakes, and worship that fucker? God as your example? Come on ... he fucked up, and won't admit it, and let people like me

correct his mistakes !!!), you're going to end up looking shabby. A problem with this kind of belief is that your criteria for defining success is inappropriate.

Many of you probably found that the beliefs you identified involved a comparison. To illustrate, I worked with a lady who had a clear idea of what she wanted to achieve. The closer she got to achieving her goal perfectly, the worse she felt about not achieving it yet. You can imagine what a bind that was. The better she got, the worse she felt, because the closer she was to perfection, the worse she felt about that last little bit that she hadn't achieved. This person had a life pattern of starting something, doing really well at it, getting to a point where she was almost successful, and then encountering so much stress she would drop out. She never achieved full success at anything. This process we've just completed is useful for information gathering. By using this contrastive analysis procedure, you can pinpoint the precise place where the change work needs to be applied. This can save you time and frustration when you're working with others.

Tim and Suzi were once working with a man who had a fear of flying on airplanes. He had tried many things to change his fear, but none of them worked. They had him access the feelings associated with flying and established a kinesthetic anchor by touching his shoulder. (Anchors are stimulus-response processes where some external stimuli gets paired to an internal state or set of representations. An example of a naturally occurring anchor is a special song that triggers you back to some prior experience whenever you hear it. Bandler and Grinder discovered that anchors can also be deliberately set. Internal states can be paired to an external touch, a sound or something the person can see. Once this association has been set, you can then trigger the internal experience at will. If you establish a kinesthetic anchor, you can hold a state stable by maintaining the touch.)

They suggested that the anchored feeling "take him back in time" to other events where he had experienced that same feeling. Then almost immediately he complained of "drawing a blank." They very patiently held the anchor and paced him, stating that the "blank" was actually quite significant and recommended that he relax and concentrate on the blank. As he relaxed they told him a story, a therapeutic metaphor, about a time when they were out walking in the fog one night in their neighborhood searching for a dog. It was so thick they couldn't see ten feet in front of them and even though they couldn't see through it, they intuitively knew where things were located and were able to find what they were looking for. After approximately ten minutes he began seeing still, slide images, which he stated could not possibly have anything to do with his phobia. The first slide was of an old gentleman holding some flowers. The man had lived next to him when he was a small child. He then saw additional slides which they were able to piece together into a movie about an early childhood experience. In this case, it was an experience that he had no recollection of at the conscious level,

yet it was significant to the phobia as they explored the connections. He had been playing with other little children in a vacant lot behind the older gentleman's house when they discovered an abandoned refrigerator lying on its back. Somehow one of the other little boys had gotten locked inside and could not get out. The man Tim and Suzi were working with had actually switched positions in his mind with the trapped little boy and was feeling the other child's panic. The children were able to get help and the trapped little boy was rescued before anything serious happened to him. When the man's father came upon the scene he said, "Let that be a lesson to you. Never get into any place that you can't get out of." As an adult, this man got the feeling of panic whenever he was "trapped" on an airplane. Once they had gotten beyond the "blank" or impasse, they were able to use the re-imprinting process outlined in this chapter to give him new choices about his feeling concerning flying on airplanes. He now reports that he flies on airplanes three or four times a month as a part of his work and is so comfortable that he often sleeps during the flight.

An imprint is a significant event from the past in which you formed a belief, or a cluster of beliefs. Every form of healing, whether physical or psychological, that I know of gives credence to the fact that present behaviors are often created or shaped by past behaviors and past events. What's important to us as NLP practitioners about past experiences is not the content of what happened, but the impression or belief that the person built from the experience. The notion of imprinting comes from Konrad Lorenz, who studied the behavior of ducklings when they hatched. He discovered that baby ducks would imprint a mother figure in the first day or so of life. They did that by sorting for movement, so that if something moved just after they hatched from their eggs, they followed it and it "became" their mother. Lorenz would move, and the ducks would follow. He found that if he reintroduced them to their real mother later, they would ignore her and continue to follow him. In the morning, when he got up, he would go outside and find the ducklings curled up around his boots, instead of in their own nest. He once reported that a ping pong ball rolled by one of the eggs when it hatched and the emerging duckling imprinted to the ping pong ball, making it the "mother." Later in life, the duck would shun others of its own species at mating time and try to mount various kinds of round things. Konrad Lorenz and his colleagues believed that imprints were established at certain neurologically critical periods, and that once the critical period had passed whatever had been "imprinted" was permanent and not subject to change. Timothy Leary investigated the imprint phenomena in human beings. He contended that the human nervous system was more sophisticated than that of ducklings and other animals. He established that under the proper conditions, content that had been imprinted at earlier critical periods could be accessed and reprogrammed or re-imprinted. Leary also identified several significant developmental critical periods in human beings. Imprints established during these periods established core beliefs that shaped the personality and intelligence of the individual. The primary

critical periods involved the establishment of imprints determining beliefs about biological survival, emotional attachments and well-being, intellectual dexterity, social role, aesthetic appreciation, and "meta cognition," or the awareness of one's own thought processes. Thus, health problems might stem back to core beliefs and supporting behaviors established during the biological survival critical period, while phobias could have their roots in the emotional well-being period. Learning handicaps might derive from imprints formed during the critical period involving intellectual dexterity, and so on. My development of the NLP Re-imprinting technique grew out of a series of seminars I co-conducted with Leary. It was as a result of my work with him that I realized that some traumatic episodes experienced by clients were more than just bad memories that could be dealt with by using simple integration techniques. They were often belief and identity forming imprints that formed the cornerstones of a person's personality, and thus they required a different approach in order to influence the person in an adequate and lasting way. Imprints can be significant "positive" experiences that lead to useful beliefs, or they can be traumatic, or problematic experiences that lead to limiting beliefs. Typically, but not always, they involve the unconscious role modeling of significant others. Compare the duck's behavior with human behavior using child abuse as a point of comparison. Research validates that often people who have been abused as children unconsciously get into relationships, as adults, that repeat their childhood experience. For example, often women who have been abused as children marry men who abuse them as adults. Males who were beaten as a child may abuse their own children. If they were beaten by their mothers, they may get into relationships where they are somehow the lesser person. Research shows that women who were beaten by their mothers are apt to be more violent with their own children than those who weren't. Imprints are one explanation of this phenomena. People abused as children can imprint that this is the typical behavior associated with fathers, mothers, husbands or wives. At the time the ducklings were hatching out of the eggs they didn't say, "Gee, that's a strange looking mother; I'd better check things out." Their brains were probably saying, "This is how mothers are,"—human beings do the same sorts of things.

Modeling And Taking On The Other's Point Of View INTROJECTION / IMPRINTING

I was once working with a lady who had cancer of the throat. She felt like her throat, and in fact, the rest of her body, wasn't hers. She had the feeling that someone had taken it away from her. I anchored that feeling and had her use the feeling to help her remember an experience in her past. It was a very early childhood memory. She said, "My mother is grabbing me and she's shaking me by the throat." While she was saying this, however, she was making the shaking movement with her own hands. The voice she used was one of anger, like her

mother's must have been, not one of a fearful small child. She had switched positions with her mother. She was not exhibiting the behavior of the little child, but the behavior of her mother, the aggressor. When you're a child, you're in an intense ongoing relationship with your parents. You will **imprint (introject)** some of their beliefs and behavior and make it part of your own. As one lady put it to me, "When I was little and was beaten by my mom, I just felt hurt and confused. Now that I'm older, I find it easier to identify with the feelings of my mother. Instead of the hurt, scared feelings I got as a child, I get the angry feelings of my mother." Another woman told me that "at times I feel possessed by my mother." As you grow up and your body changes, you typically find it easier to match the behavior of the adult person. An imprint is not necessarily logical. It's something that's intuitive, and it typically happens at critical developmental periods.

In childhood most of us don't have a real sense of self identity, so we pretend we're somebody else, and we often take on the role model—lock, stock and barrel. We can end up like the ducklings that weren't very discriminating about what they would accept as a mother. Who you are as an adult is, in many ways, an incorporation of the adult models you've grown up with. Your model of being an adult has the features of past significant others; features that have been stuck in early ways of believing and behaving that you made a part of yourself at an early age. These beliefs and behaviors emerge when you reach a certain age and are not a child anymore. That's why it's as important to deal with the other persons involved as well as the younger you in the Re-imprinting process. I worked with a woman who wanted to exercise more and really get her body in shape. When we got close to the change she wanted, she had a really strong reaction. I asked, "What stops you?" and she said, "If I made this change, then I'd really like myself." That didn't sound so terrible to me, so I asked her how that would be a problem. She replied, "Because if I like myself, then I lose people I care about." I asked her where that came from, because that's a belief. "If I like myself and take care of myself, then I lose other people." It turned out that there was precedence in her family history. When significant others in her family had really done something good for themselves, their partner felt threatened and couldn't handle it. Then the relationship would break up. When my client looked into her future, she got a bad feeling about doing something good for herself. That feeling related to something in other people's pasts. It was role modeled from somebody else. So you can have strong limiting feelings resulting from imagining what it would be like to be in another person's shoes.

Identifying And Working With Imprints

The hardest part of changing any belief system is the fact that the imprint is likely to be out of conscious awareness. Your most significant behaviors are usually the

ones that are most habitual. Those are the behaviors that you're least consciously aware of. When using an anchored feeling as a guide to past memories the experiences you remember first may not be as important as going back to the point where you feel confused and say "I don't know." "I don't know why I do that." At that point, you know you're really onto something significant—I often call that an impasse. That's a rather interesting orientation, and is perhaps a different approach than what you might have taken some time in the past. That's when you know you're "at the right address" in terms of identifying the circumstances in which you created the limiting belief.

If you're not having any luck finding an imprint associated with an impasse, have the person make up something that might be associated with it. You can say, "Guess what that feeling is all about." That will get you started. If the episode they make up carries the same intensity in their physiology as the problem state, you know there's a connection. Occasionally when you anchor a feeling, even an intense one, and hold it to assist the person in remembering past experiences, the person will come upon a blank, as did the man with the airplane phobia. Suddenly, there's nothing there to work with. It would appear that some people have learned to dissociate from the pain to avoid what might be coming next. You can anchor that "blank" or dissociated state and take it back in time, on a search for a significant past imprint. You need to be patient with this and often your patience will pay off. The person will often begin to get slide pictures that they can piece together to find the details of the imprint situation. Another useful technique for identifying imprints, when a person reaches an impasse, is to immediately interrupt them and then anchor a powerful resource state. You might want that resource to be something like courage or power—a generic resource that would be useful in many different situations. Then, take that resource anchor back into the impasse to help the person get through it. I often find therapeutic stories (metaphors) useful when working towards integration. If you hit an impasse where the conscious mind is doing one thing and the unconscious another, it's useful to tell a metaphor, especially if the person is saying, "It just doesn't make any sense." I have a quote on my wall from Albert Einstein that reads, "Everything should be made as simple as possible, but not simpler." I often tell that to people when they are stuck and suggest that if they try to make something happen faster or less simple than is possible, they sometimes run into resistance. One of the nice things about metaphors is that they're processed by both brain hemispheres, so they bridge thinking gaps nicely. Even if the metaphor is doing no more than repeating what you just said by restating it in an analogy or story, it can be understood at a different level.

You may occasionally find imprint experiences where there is no obvious introjection of a significant other. Let me give you some examples of imprints where there is not a clear switching of positions with a role model. I worked with a 35 year old man who was a successful executive, but he couldn't spell. We tried

to teach him the spelling strategy and he just kept blowing it. It turned out that as soon as he'd look up and left to visualize the spelling word, he'd start associating into an experience where he'd see his teacher's face, looking at him and telling him how bad he was. Then he'd feel bad. The picture was "clogging up" the channels so he couldn't see words, just the teacher's face. He said when he tried to visualize words they wouldn't stay up there in visual memory; they just kept disappearing. His problem stemmed from his relationship to a significant other even though he did not switch position with her.

We explored the positive intention behind his third grade teacher's behavior by having him switch positions with her. He discovered that she was trying to motivate him to learn to spell. Determining the positive intention changed the relationship in his mind and the teacher's face didn't need to hang up there. After that he didn't even have to look back at the word; the letters literally jumped up in his mind. He already had the letters and he knew how to spell words; he just couldn't get access to the words in his mind's eye because of this interference. When we took away the interference (the image of the teacher's face), the words were suddenly there. This is an example of an imprint experience that prevented a person from doing a simple process and resulted in the man's belief that he couldn't spell.

As he was talking to me about his present state, I noticed that he looked up and left. It was clearly a picture that he was making that was outside of his conscious awareness. Even though he was accessing visually, he said that the water felt "squishy." When I asked him what he was aware of visually, he said, "I don't know, I don't see anything." (Often in pinpointing beliefs the person has only a partial awareness of his own thinking process.) I asked him to look up, and exaggerate the feeling, making it stronger, to see if any pictures came to mind. Suddenly, as he began to exaggerate the feeling, a remembered image popped up of when he was playing in a muddy river at the age of 12. They were dredging the river for a body and he stepped on it. That was what bothered him about murky water. Just knowing about that past imprint didn't change the fear. We had to consider what abilities, information or other resources needed to be added to that early experience to make it different. Since no obvious switching with others was involved, rather than doing a full Re-imprinting, I only needed to do basic anchoring. I had him go back to the experience, and, using basic anchoring techniques, add more choices to give him the desired state. It was a simple step but it made all the difference—he was able to dive in murky water, using appropriate caution.

An imprint experience generally involves the unconscious role modeling of significant others. The purpose of Re-imprinting is to give you new choices in the way you think about the old imprint experience. These choices assist you in changing the beliefs you made about yourself, the world and the role models. To

accomplish the Re-imprinting, you need to add the resources you would have needed at the time of the experience in order to have had more choices about your behavior. You will probably need to add resources to the other people who were involved in those early experiences also. (See Re-imprinting Process Summary, Steps III and IV, page 96.) Editor's Note: What follows is a complete transcript of a re-imprinting session with a client, showing how resources are added into the role model, as well as to the client. Note Robert's consistent use of backtrack pacing for rapport and understanding. His comments to the group are also metaphors and explanations for Bill.

I use content in several ways. Sometimes it is useful to get some content about the significant experiences (imprints) a person has had so you can see how things fit together. I also need enough content to calibrate to the voice tone, accessing cues, physiology, etc. that are associated with Bill's experience. When I ask someone to tell me about "x" experience, I am not concerned with the verbal, conscious answer they're giving. Rather, I'm checking for the body posture, accessing cues, tone and tempo of voice, gestures, and language patterns they adopt. I'll let you know as we go along what information I get from these cues.

I sometimes think of my role at this stage in the work as being a behavioral travel agent. Someone comes into you as a travel agent and you ask, "Where would you like to go?" If they say, "I want to go home," you need a lot more information before you can assist them. (To Bill:) When you think about that, I noticed that your eyes went up. Do you have a picture? Bill: Sure. I can see myself in the future feeling good and having no symptoms. Robert. You have a dissociated image. The "no symptoms" statement is a negative statement about what you won't have. If you have no symptoms, what will you be like? Bill: I'm looking healthy. Robert. What things will you be doing in the healthy future that you aren't doing now? Bill: I would physically feel better. Robert. Do you get that "better feeling" when you look at the image? Bill: If I look at it long enough. Robert. Long enough? Bill: I look at myself working out at the gym and feel better. Robert. Good. How would you expand that to other

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contexts as well? Would you be doing anything differently in your relationships or at work? Bill: I would be spending a lot more time with people. Recently I haven't felt good enough to have a lot of relationships. Robert: So you'd be spending a lot more time with people. Bill: Enjoying myself with them. Robert: Are there any specific people? I don't need specific names. Bill: Yes. Friends and people at work. (To Group:) Notice that we have an expanded image now. He just started off with an image of looking healthy in a gym. We want him to look at the broader life around that. So we might begin to ask, if you are healthy in that setting, what does it mean about the rest of your life? We need to check for

any ecological issues in other life areas that might need to be dealt with. Sometimes health means to the person that they'd really be living life the way they'd really like. When you work with people that want to give up something, they may say, "If I quit smoking, then I'm going to finally be able to do everything that I've always wanted in life." Of course, this means that there are more issues than just quitting smoking, because there is a big implication behind quitting. Health for Bill means a lot more than working out in a gym. (To Bill:) What needs to change inside your body to give you the healthy future you want? Picture the inside of your body right now, and also picture how you would be different as a person if you were the healthy you. Compare the pictures. Bilk My immune system would be stronger. Robert How specifically? What would that look like? Bill: I don't know. I go to the Simonton model—little Pac Men.¹ Robert. The Pac Man model of the immune system.

(To Group:) The first thing Bill says is that he's never pictured that before. He is saying, "I don't know what that would look like." He jumps to a model that his Pac Men (immune system) would be stronger than the virus, or something like that. What is AIDS, and what does it do? It is a virus that presents a paradox. It actually attacks certain cells of your immune system. If you try to attack those cells using visualization, you're actually going after your own internal defense system. The AIDS virus infects your immune system's marker cells—the ones that identify what is good in your body versus what the other immune cells need to eliminate. That's why you are more susceptible to infections when you have the AIDS virus. It isn't because you have less Pac Men. The Pac Men aren't infected. The cells that turn the joystick are. What is problematic is that you have to get rid of some of your own immune cells in order to build up your immune system.

So, it's not a matter of having more Pac Men. It's a matter of having them doing the right things. It's not a matter of having the Pac Men eat something, it's a matter of maintaining the integrity of your physical identity. There are lots of examples of people that have the AIDS virus but don't have any of the symptoms. They may never have symptoms, or it can take years for symptoms to develop. (To Bill:) In order to get to the healthy future you want, some things have to be accomplished inside your immune system as well. That's the reason I'm asking what your image is and going into this explanation. Bill: I understand. Robert. Your immune system determines what is self and what isn't self. It's about identity. Sometimes immune system problems and illnesses will correspond to other identity issues as well. That's another reason why I've been asking, "Who are you going to be in your healthy future?" Let me give you a quick example.

People who have multiple personalities often have different immune reactions in each personality. For instance, they may have an allergy in one personality and not in the other. One woman I read about even

had diabetes in one personality and not in the other. One type of diabetes is related to a malfunction where the immune system attacks the cells in your pancreas that produce insulin. By changing your identity you frequently change a whole bunch of other things (such as the immune system), all the way down.

Bill I have several guesses. I've used illness in the past to get love. I did that when I had asthma as a kid. I could get attention by being sick. I'm getting attention right now in my life. Robert. You say, "I notice I'm getting positive gain from this now. Attention." (To Group:) He's also saying, "asthma and constriction." There is some correlation there. We could deal with strategies for getting attention, but I want to deal with underlying beliefs. That will really make the difference. (To Bill:) Do you believe you can do what you need to do to achieve the healthy future you want?

Bill. I'm trying to. My whole experience of NLP for the past two years is that NLP doesn't work for me. I've seen it work over and over on others. I've even used it with other people successfully—but nothing seems to work on me. (To Group:) This is a good indicator that a belief limitation is present. When NLP practitioners ask, "How do you identify a belief?" I often suggest they find something a person has tried to change for a long time but keeps failing to achieve. When Bill talks about what he wants, he looks up and to his right. When he talks about what stops him, he makes a gesture like this (pushes his hand down and to his left behind him). We want to watch for what he does when he says "yes" versus when he says "no." We don't want to interpret it yet, just notice it.

Robert. When you think about yourself now in comparison with where you want to be, what is in the way? Bill: Right now I don't get results in the change work I try to do on myself. Robert So, it's just the fact that you haven't gotten results? Bill: It's a hideous "Catch 22." Robert. Let's explore this a little bit. Think of some things you've done. Has there been a time when you thought you would get results? Bill: I keep thinking I will, but I don't. Robert So, you think you'll get results. Bill: Hope. I hope I'll get results, but I don't think I will. That's different. Robert You say, "I hope I am going to get results." That's different than thinking you will and it's different than believing you will. You hope you are, but. . . Bill: I don't know. (To Group:) He said, "I don't know." He didn't say "I don't know," which is something to consider. When you're going for an outcome, don't just take any piece of information you first get and run with it. What you are after is a pattern. That's what NLP is all about—finding patterns in behavior. One of the ways I know I have a pattern is if I have three examples of the same nonverbal cue. When I see or hear the same response, I start to know there is a pattern. If I contrast the physiology three times when someone has failed versus three times when they've succeeded and I see or hear the same things going on, I know I have a pattern. Another way I know I have discovered a pattern is to see behavioral

consistencies around the same category of internal events. This is another way you find an answer when somebody says, "I don't know what stops me" when you are gathering information using the well-formedness conditions for outcomes.

Robert Let's go all the way back to the first time. What's the first thing you tried it with? Bill: Lower back pain. I worked with an NLP trainer. The work he did alleviated the pain for about an hour. Robert So, something happened and it started hurting again. What made it start hurting? Bill: (Drops voice to auditory tonality.) I don't know what made it start hurting again. Robert Right now you were just looking down and to your left, which usually means you are thinking in words. Were you just repeating the question or ... Bill: No, I was only aware of feeling my back.

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Robert. When you were feeling your lower back your eyes went down and left. Move your eyes down and left. What did the NLP trainer do? Bill: (Again looks down to the left) A Behavior Generator, where you watch yourself do a new behavior in a situation then step into it and experience it; but it didn't work. I have my own internal terrorist. Robert. You said you had an internal terrorist. When did you first notice it? Bilk I'm not sure when I first noticed it. It's always been very difficult for me to get what I want. Robert: He says, "It's always been difficult to get what I want." That's an example of a belief statement. Bill: Yes, and it's had an awful effect on my life. Robert. Where does that belief come from? Do you want to have that belief? Bilk No. Robert. How come you still have it then? Bilk (Frustrated) Because the work I did to change the belief didn't work. Robert. So, right now, you looked up to your left. (Gestures) What was going on? This time your eyes went way up there. (Gestures up and to Bill's left.) Bill: I was starting to get angry. Robert. At what? Put your eyes back up there. Bill: I'm angry at how difficult my life has been. Robert. So, what do you see in your mind's eye? Bill: All sorts of examples of how my life has been difficult. Robert. How far back do they go? Bill: Puberty. Robert. Stay up there for a moment. You said you started feeling angry. Bill: Yes—angry and frustrated. Robert. Angry about your life. When you see those examples, that makes you angry.

Bill: No. Frustrated about my life and that makes me angry. Robert. You say frustration first, and then anger. Usually frustration occurs when you know what the goal is, but you don't know how to get there. So, there have been things you've wanted to do but couldn't. (Bill is nodding.) Have you been frustrated with yourself or the world? Bill: Myself first. Robert Yourself first. I want you to make that image again and take that sense of frustration . . .

(To Group:) Notice. Here is a person who needs to have a belief to drive him forward to get healthy. To do all the things it takes to get better may be difficult, sometimes arduous, and sometimes complex. What Bill is saying is that he has many, many examples of failures of getting what he wants. As soon as he gets started trying to make a change, he gets frustrated. All these old memories and behaviors come to mind and interfere with his attempt to get what he wants

(To Bill:) Let's start with the frustration and anger since those emotions seem to be the ones that come out first. You mentioned that it started at puberty. Take a moment and think about how frustrating everything has been. (Anchors the feeling.) Take that feeling back in time—maybe there are words also. (Long pause while Bill remembers) Robert What do you see? Bill: I'd rather not reveal the content. Robert That's OK. Does it involve someone else? Bill: Yes.

Robert. One person, primarily? Bill: Yes, um hm. Robert. Do you see that person looking right at you? Bill: No, I see me and the other person. Robert. Put yourself inside "the you back then" for just a moment. What generalizations are you making about what is going on? Bill: How bad I am. (Long pause) That I can't get what I want. That I don't deserve what I want. Robert. That you don't deserve what you want. Bill: Also that if I get what I want, it'll get me in a lot of trouble. (Voice shaky, tears and sniffles.) Robert: Do you have any beliefs you're building about the other person or the world around you? Bill: The world around me would get on my case if they knew what I wanted. It has to do with gaining cultural acceptance and that sort of thing. Robert. It has to do with cultural acceptance—what's the intention? The intention behind the thought that the world will get you, even if it only knows what you want? Bill: I don't know. (Voice shaky and emotional) {To Group.} I was trying to find out if there were any generalizations or beliefs about the intent. (To Bill:) (Shifts voice) Now it's time to come out of that. Back here to this room. Robert here (Gestures to self) and Bill here (Gestures to Bill—laughs). OK. This is the next thing I'd like you to do. Look back at that experience you had during puberty. Put it way out there so it's completely removed—so you're not into it at all. (Gestures out in front of Bill) That's right... watch that boy and whoever else is involved, out there, as you are sitting here comfortably. Bill: (Long pause) I can see it. (Flat voice tone that is associated with watching yourself.) Robert. How has that experience affected you since that time?

Bill: It's given me a lot of guilt. (Looks up to his left.) Robert So you can see that it's given you a lot of guilt. What belief would you have formed about that? Bill: That what I want is wrong—is bad.

MHR Cult of Judah / all religion, uses this conditioning to disable their slaves...make 'desires' a 'sin' with terrifying eternal consequences...so you will teach self not to desire anything...to accept being a slave...so the Priests /

beneficiary classes can enjoy their hearts desires at your expense...you won't even feel 'entitled' to freedom...or to 'justice'... or even to 'ask for anything'...or 'challenge' their authority...

(To Group:) That's a little different from what he said earlier. Before he said, I can't get what I want. I don't deserve to get what I want and if I do get what I want, I'll be punished by the world. If the world knows what I want, it will punish me anyway. And now what he's saying is, "What I want is bad." That becomes an underlying belief. That's a nice little cluster of beliefs that explains why he might have had trouble getting the things he wants. Let me point something out. Beliefs tend to fulfill themselves. When you try to argue with a belief in the present, the person is confronting all the data, gathered over time, that supports or "proves" their initial belief. When you go back to where it started, often the issues are much simpler and clearer. They're certainly not cluttered by later confirmations. I don't care so much about what happened in the initial puberty experience as I care about how that affected your belief system. At puberty especially, you build a lot of beliefs about yourself, your identity, and your sexuality. Remember, we had Bill look back to see if there were any other beliefs or other ways that this experience had affected him. I have a reason for doing that. We had him first go back inside the imprint and experience it again to get some physiology for us to see and hear. I asked "What kind of beliefs are you building there?" so that I could identify a pattern in his voice tone. Sometimes when you have the person put the belief into words, it's the first time they've verbalized it. By doing this, we are beginning to involve a bit more of the brain in the whole process, which can then help us find a solution. The reason I have the person look back on the reference experience afterwards is that sometimes the experience was confusing or actually positive at the time it occurred. Let's take a confusing example of when someone was sexually molested by a parent. Often they were little and may not have known what to think about the situation. They might not have formed a belief at that time—they were just doing what Mommy or Daddy or Uncle Ernie wanted. It's only later that they build a belief like, "I've been soiled for life." The point is that there might be beliefs that you build both during and after an imprint experience.

(To Bill:) There was also a significant other person involved. Bill: There was also more than one specific experience. There were a series of experiences within a time span. (Gestures out to left) Robert (Repeats gesture) A time span. Good, we want to know where that is. Bill, what I want to do now is a process called Re-imprinting. (To Group:) Let me review what we've done. There was a certain frustration associated with Bill's belief that he could change, and we took that back in time. We aren't concerned with the content of the experience; we're concerned with the generalizations—the beliefs—that got formed. Imprints may be single experiences, or a series of experiences that happen over and over. So, a person believes that's the way reality is. There's a question that I want to ask Bill

in reference to his group of experiences. (To Bill:) Did the belief that you were wrong only come from your experiences and what you felt was going on? Or was it formed by judgments that were passed by the significant other person? Bill: Judgments by the other person and myself as well, at later dates. Robert. And yourself at later dates, too. One of the things you find with imprints is that the beliefs of significant other people are as important in the creation of your beliefs as your

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own experience is. When you are in puberty, it's not hard to temporarily reject that significant other person's views. But sometimes as you grow older, and acquire an adult belief system, the significant other's beliefs begin to take on more power. I'd like you to review the movie of your experience at puberty, and watch both yourself and the significant other person. My guess is, Bill, when you talk about an unconscious internal terrorist, you're talking about the fact that your brain runs some aspect of the significant other's behavior over and over again. But this time you're experiencing it as you, not as the significant other. I'm wondering what resource the other person needed. I take it that this other person was participating in the judgments that you have about yourself. Bill: That other person is where I got the judgments I have about myself. Robert Is that person trying to install a belief in you that you don't deserve what you want? Is that the intention? Bill: No. He is trying to install other beliefs in me. He's trying to install a belief in me that a certain category of behavior is bad. All my other beliefs come from that. Robert: What is his intention in doing that? Is his intention to screw you up? Bill: No, it's to take care of me. Robert. To take care of you. If he were to know now what's going on with you, would he be satisfied? Bill: No, he wouldn't want me to feel badly about myself. Robert. What would you need to give that person in order for him to respond differently? Bill: (Searches his mind) More acceptance. Robert So he needs a realization that different people have different models of the world. To be more accepting of others. Bill, have you ever had the kind of feeling you're talking about—being more accepting? About anyone or anything?

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Bill: Yes. (To Group:) I'm asking Bill if he's ever had the resource this significant other needed. (To Bill:) I want you to vividly remember a time when you fully had that accepting feeling. Find a specific experience. Bill: (Long pause—nods.) I have had that specific feeling of acceptance. Robert (Anchors resource state) Take this feeling and give it to this other person. This other person is in your brain right now—that image, that memory is coming from your brain. Take this (Squeezes anchor) and give it to him. What does he do differently? Bill: That... it doesn't matter what I do. He still loves me. Robert: How does he look at you

when he says that? How does he say it? How does that younger boy respond? Bill: He feels wonderful. Robert What beliefs does he build there? Bill: Um . . . that I'm OK. I don't need to feel guilty for what I want. That it's OK to be me. Robert (Firmly) That it's OK to be me. Run that same feeling through that whole time period. If that same feeling had been there that whole time . . . how would things have developed differently? You don't have to say anything out loud. Just do it inside, and allow your unconscious mind to review each experience with this belief and feeling. (Squeezes anchor.) We know that this person didn't have the resource of acceptance at the time, although it's a resource that you have. You can treat yourself that way. You can update that model now, so that you know with that new resource, you don't have to keep replaying frustration over and over. Now, Bill, there is a younger self back in that experience that also needs resources he didn't have then. If you look back at him now, is that the belief you want to build from

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your experience? Look at all these beliefs—I don't deserve it, I'm bad, etc. I'm not sure those are the beliefs you want to build as a result of that experience. What would that younger you have needed? What resources do you have now that would have allowed you to build a different set of beliefs at puberty? Looking back on that experience now, what sort of belief would you rather have built? Bill: Um . . . That I can accept myself no matter what kind of feedback I'm getting. Robert. OK. So you can accept yourself no matter what kind of feedback you're getting from the outside world. It seems to me that if you had known that the judgments of others are their models of the world and not yours, the experience would have meant something else. When you look back on that other person's views, was he right? By the way, he wasn't even accomplishing what he wanted. He didn't want you to build limiting beliefs, either. He behaved the way he did through his own beliefs and belief system. It's useful to recognize that others have their own models. Their models don't have to impact you. Bill: The other person was well intentioned, but was off base. Robert. I don't think you knew that when you were a child, having that experience. Bill: I didn't. I thought he was right. Robert. You thought he was right. It makes a lot more sense to say, "He's well intentioned but off base." That's something you know now. You said you wanted to know you were OK no matter what kind of feedback you received. Have you had that experience since that time? Even if it was only for a glimmer? Bill: Oh, sure. Robert. Think of a time when you knew you were OK. You felt OK no matter what feedback you got. Bill: I lied. No, I don't have a time.

Robert. What is the closest you've come to having that resource? One of the nice things about anchoring and submodalities is that we can build the resource you need. Bill: (Remembers a time.) Robert. (Anchors Bill as his physiology shifts.) What was going on there? Bill: Someone was angry with me on the telephone,

being rude, but I knew what he was saying wasn't what was really happening. Robert. OK. How did you know that? What let you know that inside? (Touches anchor.) Bill: A feeling I had, right here. (Points to heart area.) Robert. (Touches anchor.) Can you emphasize that feeling? That's a good feeling to have, too. If you made a picture of it, what would it look like? What would it sound like? Bill: It would look like a circular light. Robert. What if you made that light brighter? Bill: It feels better. Robert. What if you make it bigger, so it surrounds more of you? Bill: I start going into a smile. Robert. Yeah . . . Now what I'd like you to do is to take that light (Touches anchor) and shine it back in your history. Shine it on that younger you. (Robert's voice tempo is matching Bill's breathing) Make the light shine from that place in you (where Bill had touched his heart) to the same place in him ... so that even though that other person is saying those things that he said, that younger you is in touch with this light, and it can grow bigger and brighter in him.

I'm wondering how he would have responded differently to that other person. Would he have talked to him in a different way? Would the younger you have said, "I think you're well intentioned, but you're off base?" Bill No. The younger me just would have let him say what he wanted to say but wouldn't have been affected by it.

Robert How would that have affected the other person? Bill: He wasn't really paying a lot of attention to what was going on with me anyway. I'm not sure it would have affected him one way or the other. Robert. Maybe you would have liked to get attention from him. Bill: Sure I would. Robert If you had that (Squeezes anchor) would you have gotten the attention you needed, or would you have needed something else, also? Bill: It was very difficult to get positive attention from him. Robert. Then I'm going to ask you to do this. It seems to me that another resource is needed here, both in terms of the imprint experience and also in terms of what is going on with your illness. You said earlier that unless you were sick you couldn't get positive attention. I'm wondering if there has been a time since you had that experience when you've been able to get positive attention from somebody? Bill: Yes. Robert What are those resources? Think of a specific time. Bill: When I'm just being relaxed and being myself. It's a feeling of being at ease with people. (Bill's physiology shifts into a state of being "at ease." Robert anchors resource state on Bill's shoulder.) Robert. We'll take this too (Touches that resource anchor which is on Bill's upper arm), and take both of these back to that younger you. . . . That is a little different, isn't it? Bill: Well, that makes getting attention from him like a challenging game. Robert. Um hm. And what does he do? (Bill smiles) Let's take these two resources (Touches both anchors) and shine the light over all those experiences back there and brighten them up. Take this resource (Touches anchor) of acceptance back too. Make sure these resources are appropriate for all those experiences. Let the light shine through like a beam, connecting all those experiences together . . . (Robert's voice

shifts to a soft hypnotic tone and tempo.) You can be relaxed and secure, being calm and comfortable with yourself. Make it into a fun challenge to get what you want. Bill: Yes!

Robert We have one more important thing to do. You reviewed this in a dissociated way by watching yourself. I'd like to go back and have you put yourself into the experience. Remember, I had you give necessary resources to that significant person. Now, I want you to go back behind the other person's eyes. You're going to be in his shoes with this resource (Touches anchor as Bill closes his eyes) in those situations. Say what you would say and see what you would see through his eyes. See that young boy in front of you who is building a model of the world, knowing that you can really pay attention to him and give him the support he needs to be accepting of himself, as well as others. And when you're through you can come all the way back here . . . taking all the time you need to finish. Bill. (Sighs, opens eyes, and looks at Robert.) Robert. There was that young boy, who needed to know at his core that he was OK, that he could be relaxed and confident and get the attention he needed. You saw how that would have been different if he had the resource associated with the light and also the ability to get attention. Step into the experience, be him, and take these (Holds all three resource anchors) with you, seeing through his eyes. Have him look up at the other person who now has the resources he needs . . . and run through all the situations. Grow him all the way up to the you that is sitting here. Take with you those new beliefs, those new understandings and spread them through these experiences that in the past have only been evidence of failure. They are now evidence of the new belief. (Robert is matching his voice tempo to Bill's breathing.) Bill: There is a hole over here (Gestures, in space, by his left ear). The "you're bad" statements are no longer coming at me, but I have a weird "void" feeling. Robert. What would you like to put in that hole? Bill: Um ... that I'm a loving, gentle man just the way I am, and that's fine. If other people want to make judgments about me, that's their problem. Robert Put that in there. I want you to hear that. Fill up that hole with that sound so it resonates and reverberates back and forth. Say it in as many ways as you can, with as many feelings as you have. So if you're frustrated, or happy or angry or whatever, you know you're just a loving, gentle man and it's just fine. If others are going to make judgments, that's their problem. You always have the choice of getting positive attention from them. Say it louder, make the sound bigger and fill up the hole with sound. OK, now, what was that you wanted when you first sat down? Something about being healthy. Has that image changed? Bill: I look fuller, more solid in that image. Robert. Do you deserve that? Bill: (congruently) Yes! Robert. Will you take care of yourself in the ways we've discussed? Bill: Absolutely. Editor's Note: When Robert's intervention began, Bill's skin color was pale and grey and his posture was slumped down. At the end of the Re-imprinting process, his skin color had changed to a more healthy glow and he was sitting up much straighter.

Woman: You had Bill watch the whole memory, seeing himself and the significant other person. Then you had him step into both himself and the other person and behave more resourcefully. Will you summarize the process? Robert: What you've just described is the essence of Re-imprinting. Once you've found the imprint experience, you want to give resources to both the person you're working with and any significant others that were present in the imprint experience. Remember, you're not changing the significant other people; the client is changing his own perspective—the belief that he took in as his own as a result of the imprint experience. When you take multiple perspectives on a situation, even without adding resources, you will make it a different experience. Try this—think of an unpleasant experience you've had with someone else, maybe an argument or when someone said something that hurt your feelings. Remember it as if it were happening right now ... now float up and look down on the situation, seeing both yourself and the other person. Watch the other person and notice their posture, their voice tone, the way they move and gesture and consider anything you know about their experience, both recently and historically. . . . Now float down into them, adopting their physiology as completely as possible. Re-experience the event fully looking from their eyes back at you. When you've re-experienced the event fully from their point of view, float out to the side and watch it over again seeing yourself . . . and the other person. Now step back into yourself as if it was happening all over again. Notice how the experience is different. Having more information from multiple perspectives will create a change in your own point of view. It's a very powerful set of moves. Having multiple perspectives is the basis for wisdom in decisions, conflicts, negotiations and in cleaning up your own personal history.

Man: Would you give perpetrators, such as rapists, abusers, etc. resources the same way you did with Bill's "significant other"? Robert: One of the reasons for doing Re-imprinting is to have the client realize what sort of resources people, including abusers and rapists, need in order to completely resolve or avoid the situation. Often when someone has been a victim of a crime, like rape or some other form of violence, they don't want to give the "son of a bitch" resources because that would seem to make the behavior okay. They are really angry about it and have a good reason to be. It would be like forgiving them or excusing the behavior, and they don't want to let go of it or somehow condone the behavior. Actually, the outcome of giving the perpetrator resources is not to condone their behavior or to make the memory go away. Instead, it is important for the victim to understand what resources the other person would have needed to be the kind of person who would have behaved differently. Often, when a person has been the victim of some kind of crime, their limiting belief maintains itself through anger or fear. Giving the perpetrator resources is a step toward helping them move beyond this. There is no way that you're supposed to make the heinous activity seem okay. It is a good idea, in most cases, to give the perpetrator the resources they need prior to the incident where the imprint experience occurred. Let me give you an example. I worked with a woman whose mother became enraged and held her out

a window that was five stories high. She was so angry she was going to drop her to the street and kill her. To ask this woman what resources her mom needed while hanging her daughter out of the window would have been ridiculous. Instead, I asked the woman to run the movie backwards—back to a time before the incident ever occurred, and I installed the resources there. With the proper resources, the mother would never have "lost it" and threatened her daughter that way. It is similar to working with a phobia. You want the person with whom you are working to start the recollection of the phobic experience before the incident occurred, when they were still safe. They then run a dissociated movie, where they watch their younger self all the way through the incident until they were again safe.

You can think of a phobia as a specialized form of an imprint. When working with a phobia, you want to sandwich fear in between times of safety. Consider that a general principle in working with any traumatic imprint. Go from resource state (or at least neutral state) to trauma to resource state. That way of working with someone helps to isolate the event and gives it an "ending" for them. Man: Some imprints are fairly traumatic. Does just leaving the client dissociated as does the fast phobia method make this an incomplete piece of work? Robert: Often the fast phobia procedure is all that you need to do. Remember, you re-associate them in the last step of the procedure, when you have them re-experience the trauma backwards. Sometimes, however, there is an imprint that needs to be taken care of as well. Freud had a belief that a phobia was an example of displaced anxiety. The person really had fear or some other emotion that was directed toward some significant other person. In order to resolve the phobia, the person's "real" fear had to be uncovered and dealt with first. Of course the problem with that is that people have to go through a lot of pain until the relationship issues are resolved. With NLP we can resolve the feelings right away, so people don't have to keep experiencing fear and panic. Sometimes there is still some other relationship issue or some other imprint behind it that still needs to be worked out. In many of the traumatic imprints I have worked with that resulted in phobias, another person was involved. I remember working with a lady who had a phobia of moths. This was a lady who could hold a live tarantula in her hand comfortably, but when a little moth flew by she'd freak out. The initiating cause for her phobia was that as a child a little friend had chased her around while holding a bottle containing a big luna moth. She felt humiliated in front of her other friends, but rather than putting the fear and anger onto her friend, she attached her fear to the moth. I did the NLP phobia cure with her and removed the fear, but that alone did not resolve all of the issues she had about that situation.

You might also run into other kinds of phobias that require more than just relieving the panicky feelings. These sometimes come when children were left alone by their parents and something bad happened. One lady I worked with had

a fear of water because she nearly drowned. She nearly drowned because she was trying to swim away from her mother who was beating the crap out of her. The phobia technique removed the fear she had about the water, but obviously there were other issues we needed to deal with as well. Woman: When you have re-imprinted a past trauma, or resolved conflicting identity structures, how do you know whether the person has adequate strategies to continue the change in a positive way? How do you know if the person still has ways of getting what they want? Robert. Let me respond to that by way of a story. David Gordon (an NLP trainer and author) and I once worked with a lady who had a hand washing compulsion. She thought that these things she called "real imaginary fleas" would get on her. They were "real" in the sense that she would "feel" them when they got on her, but were "imaginary" because she knew that no one else experienced them. She had been cursed with these fleas for fifteen years and had built her life around them.

The fleas directed her life in certain ways. She had seventy-two pairs of gloves that she wore for different situations. She had to avoid some people more than others to avoid getting their fleas. Her parents were particularly infested, so even though she "loved them dearly," she had to limit her contacts with them. Because the fleas were imaginary, they could do things that ordinary fleas could not, like come through the telephone. Because of that, she couldn't talk to her folks on the phone very long. In working with her, I suggested that we treat her real imaginary allergy to her real imaginary fleas. I told her it was obviously an allergic reaction because even though the fleas were all over other people they weren't affected like she was. It was just that she had an allergy to the fleas like some people have to pollen. This really interrupted her thinking about the fleas. She did not have an automatic belief about a real imaginary allergy, so I gave her some sugar pills, and carefully paced her thinking process, by telling her that these real imaginary pills would cure her allergy. She came back the next week and was genuinely frightened because the pills had worked. She no longer knew what kind of clothes to buy, because she had always bought clothes that were a couple of sizes too big. That way the sleeves would cover her hands and protect her from the fleas. She no longer knew how to treat her parents, cook food, or go about her other daily activities because the concern for the fleas was no longer there as her life organizing principle. She needed strategies for all kinds of things. We worked with her on a new decision strategy and had her model other people to gain new behaviors and so forth. The point of this story is that often after you help someone change a limiting belief, their old ways of doing things no longer fit, and you need to offer them new strategies. One of the most amazing ecology objections you'll get from people is an interesting one. You get to a certain point in a procedure and they will say, "If I do what you're asking me to do, I really will change"! They'll balk at moving an internal image or at completing a visual squash or whatever you're asking them to do. They aren't certain that they are ready to change their identity. Woman: How important is it that the person think

the imprint is a real experience instead of an imagined one? Robert. I had a woman come to me who had joined a religious order that used meditation and celibacy. She was complaining because when she would try to meditate, she'd see a big penis in her mind, and she couldn't make it go away. It was a real concern for her. Everyone kept telling her what a saint she was, but she thought she was really bad. Experiences like the one this woman was having are typically communications about something from your unconscious mind. I suggested that we find out what this communication was about. Evidently, there was an imprint about something bad that happened when she was really young. She didn't know what it was and she was afraid of it, so she avoided thinking about it. I suggested she take that fuzzy picture and push it way out there on the wall, just the size of a postage stamp. It was far enough away so that she dissociated from it. She started to look at it and could see that there was a man and woman involved with something sexual—she didn't know what it was. As she kept bringing the picture closer, the issue came up. She thought she may have been molested by her father when she was a child, but she wasn't sure. She couldn't remember what happened and felt confused. It could have been a story her mother told her (in a convincing voice) about her mother's father, that she pictured, associated with, and got the feelings for, as if it had happened to her. It didn't matter whether it happened to her or her mother, because it was real in her experience. She had never confronted this issue. It was just something big and dark and bad.

She invented a number of possibilities that might have occurred. Finally, I told her it didn't really matter. The important thing was that there was some resource that she needed that she didn't have. I had her play each possibility out and pretend it was the "real" one, and find the solution for each one. Here is a person who for 25 years had built a lifestyle on an experience that she didn't even know was objectively real or not. That's why sometimes to a large extent what "really happened" is irrelevant. Man: After you do re-imprinting, how do you know what really happened? Robert. You're actually giving people the opportunity to update what they are carrying around inside their head. We're not trying to confuse them about reality; we're allowing them to re-experience the same things without the scar and the negative impact. We end up with different beliefs, different resources and the imprint means something completely different. We're not trying to erase what actually happened, because the content of the imprint is not what makes the difference anyway. It's what you've learned from it and the reminder that you now have what you need in terms of resources that's important.

The Re-imprinting Process Summary

I. Identify the specific feelings (it may also be words or an image) associated with the impasse. (Anchor it.) Most people want to avoid these feelings because they are uncomfortable. But it is important to remember that avoiding them won't resolve the limitation. Have the person stay with the feeling (hold your anchor)

and remember back to the earliest experience of the feeling associated with the impasse.

A. While the person is still in that associated, regressed state, have him/her verbalize the generalizations or beliefs that were formed from that experience.

II. Dissociate the person from the experience. Have him/her see the experience as if he/she was watching a movie of himself/herself.

B. Ask the person to verbalize any other generalizations or beliefs that were formed as a result of the imprint experience. (Beliefs are often formed "after the fact".)

III. Find the positive intent or secondary gain of the feeling of impasse. Also, if there were significant others involved in the memory, find the positive intention of his/her behavior as well. This may be done by directly asking the people you see in the image.

IV. Identify and anchor the resources or choices that the person and the significant others each individually needed then, and did not have then, but the person does have available now. Remember that you don't need to limit yourself to the capabilities the person or the significant others had at that time. Just as long as the person (not the significant others) has those resources available now, you may use them to help change that experience.

V. For each of the significant others in the imprint experience, have the person replay the movie, seeing how the experience would have changed if the necessary resources had been available to that person. Do this one at a time for each person making sure the identified resources would be sufficient to change the experience. If not, go back to Steps 3 and 4 and identify other positive intentions or resources that may have been overlooked.

A. After the resources have been added, ask the person to verbalize what new generalizations or beliefs he/she would choose as a result of adding these resources.

VI. Utilizing the resource anchors set in Step 4, have the person relive the imprint experience from the point of view of each of the significant people involved (one at a time). Have him/her actually step into the other person's body and see the experience out of that person's eyes. Have the person end by stepping into the younger him/her so that he/she experiences it while associated into that younger self. Through this entire process you are holding the resource anchors. Go through the new experience enough times that it is as strong as the original imprint.

A. Ask the person to update or modify the generalizations he/she would now make from the experience.

VII. Holding the resource anchors utilized throughout the process, have the person come back up through time, from the point of the original imprint to the present. Suggest that as he/she comes back up through time, he/she can think of other occasions in his/her life when these resources that are anchored in now would also have been a useful addition in changing other experiences.

MHR need to get exact actual footage of a complete action as described above... 'holding the anchors throughout' ...not clear, which, when, throughout?

Also, why assume positive intentions? Humans and other animals often malicious...have to accept this in ourselves and others...so 'ascribe' potential positive motives...rather than lie and assume positive...rapists not usually concerned for your wellbeing, nor bullies, mobbers, victimisers, often just selfish fuckers getting off on harming others...at that time, in that situation...sure give them the resources of my entire TROONATOOR library...which is what I am trying to do with the world...but guess what fuckers...people WANT to be fuckers...only karma can teach them empathy via suffering I guess...and so it was wrong for me, though well intended, to try to save us all from the coming suffering ... perhaps...though I will keep trying, as heuristics...even Buddha kept teaching his ethics...despite the fact that only 'some will understand'...so I will keep on teaching ethics to any who will listen, and explaining 'for as you do unto others, so shall be done unto you'...as long as I can...though attempting not to suffer frustration / irritation with my desired beneficiary, for not having suffered the consequences of their own stubborn smug complacent opportunistic viciousness yet, and thus not being in a position to grok what I'm trying to share...as all before me tried, and hopefully will after me...we must focus on the means / task, not expecting any effectiveness...by seeking to help others we help our own evolution ... save ourselves...maybe...all heuristic...keep acting as if might change world, but don't invest in outcomes, only invest in process...a process of personal evolution which is directed and shared for all who are ready...won't be an Eden on THIS plane...but maybe we get to enter one in another plane...by attempting to realise that eden on this plane

Incongruence and Conflicting Beliefs

Identifying Conflicts

When you are working with someone who has conflicting beliefs, you will often observe an asymmetry in body posture. It's not as subtle as skin color changes or other minimal physiological cues and is usually quite easy to see. You know you're dealing with two dissociated parts when the person is gesturing with the left hand as she discusses one aspect of the problem and the right hand for the

conflicting aspect. It's interesting to note that often the right hand (which relates to the left brain, in most right handed people who have normally organized eye accessing cues) has intentions that deal with relationships and being worthwhile as a person in contexts that involve others. The left hand (which relates to right brain functions) tends to relate more to the individual being her own person and having a rich, full life. This kind of conflict might be defined as the difference between an "other-oriented" part and a "self-oriented" part. You might also find an "excitatory" and "inhibitory" conflict where you have one part that has great ideas and wants to move ahead while the other part wants you to hold back. This inhibits you from moving ahead. One man I worked with had great ideas for starting his own business but another part wanted him to stay in his current government job because it had "security." He ended up with two separate identities at war with each other. When he thought about leaving his job and starting a business, he'd get anxious. When he stayed on his present job, he'd get depressed. When working with these kinds of conflicts, you'll get different physiologies associated with each part or belief. The man who wanted to start his own business described his plans in a high fast voice, looked up to his right (visual construct) and gestured with his left hand. When talking about security, he used a slow even voice and his left hand lay still in his lap. One way to know that there is a conflict involved is to watch someone as they are describing an outcome. If you don't see a whole body symmetry in terms of gestures, (both hands moving at the same time in the same way) that's a red flag to alert you to possible conflicting beliefs.

Working With Conflicting Beliefs

The process that many NLP trained people would consider using to deal with two conflicting parts is the visual squash. The typical visual squash where you integrate two behaviors or collapse two anchors won't work when you have two parts that differ dramatically. It doesn't work well if you are associated into either of the two parts and you judge the other part negatively. Let me give you a typical example of this. One of my clients went through a very hard grief process after unexpectedly losing a close relative. He started overeating and putting on a lot of weight. He had a major conflict between two aspects of his identity. Historically, he had been a rather chubby child and hadn't felt good about himself. He had felt scared much of the time and the world seemed like an overwhelming place. When he reached puberty, however, he grew to be rather tall and muscular and looked like Tom Selleck and thought he could do anything. When I worked with him and we began sorting out and identifying each part, it became clear that he had one part that was full of worries, had lots of regressive thoughts, and even got paranoid about nuclear war. On the other hand, he had a part that was very confident and figured he could be successful at whatever he wanted to do. Each part was associated with a different time in his life. The "paranoid" side was almost the complete opposite of the "confident" side. Each

was everything the other was not. I had him dissociate from the parts by fully imagining them—how they looked, sounded, and moved—in his hands. As he described the parts, it became clear that each one was defined only in relation to the other, like matter and anti-matter, or like a communist or anti-communist (one doesn't exist without the other). When he'd identify with the aspect of his identity that "could do anything," he thought of the other part as both weak and useless. When he identified with the part that made him feel paranoid, he said the other part wasn't "real," it was just something he had made up. The identity of one was everything the other was not. I realized that I couldn't just collapse two anchors or use hypnotic language to squash two pictures together to get an integration because of the beliefs involved. If I had tried and been successful, I'm positive that we would have created a disintegration of his thinking process. I had to very carefully have him sort out the parts by dissociating him from each of them as he imagined them in his hands. As each part became more fully defined, it became clear that we needed to come up with a new belief system that included both conflicting co-identities. The way we accomplished this was to "out frame" each part's intention (using the question, "What will having that get for you?") until we found common intentions for each part. My client was then able to integrate these parts into a new identity, a new self image, which existed at a higher logical level of thinking. As a word of caution, it is really important to find common intentions for each aspect of the identity before trying to integrate them. Otherwise, as I said earlier, you could create a disintegration of the person's thinking processes. Your goal in integrating dissociated aspects of a person's identity is to create a new self image. Referring back to my mother's conflict, when she put those two parts of herself together (the "Mother" and the 'jet-setter'), a very interesting image appeared. The image that spontaneously occurred for her was this shimmering, shining, gigantic winged Mercury with wings on his head but who had great big feet that were well grounded.

Belief Conflict Demonstration

Editor's Note

Dee has suffered from asthma and allergies for most of her life. She had an especially severe reactions to cats. Robert had Dee contrast her present state (asthma and allergic reactions to cats) with her desired state—feeling and behaving in a healthy way when exposed to cats. When Robert asked her what stopped her from achieving her outcome of health, she had a feeling which she described as "helpless and worthless" but also had anger associated with it. He anchored this feeling and asked her to let the feeling guide her back in time to discover its origins. She discovered a series of experiences where her parents would fight and argue and ignore her when she was an infant. It's always amazing how you can anchor a familiar adult feeling and use it to guide a client back to pre-verbal experiences. It's usually the easiest and fastest way to achieve age

regression to find the origin of problem imprints. The experiences Dee recalled had to do with lying in her crib while crying and needing attention, but not getting the attention she needed because her parents were arguing with each other. At this point in working with Dee, Robert used the Re-imprinting procedure described in Chapter 4, tailoring it to Dee's specific case. Often when you have helped the person add the appropriate resources needed to resolve the historical issues that have led to the limiting belief, she will still not have all her resources organized in such a way to reach her desired goal. As has been mentioned, often these resources are organized in separate "parts" or aspects of a person's identity and are not available in an integrated way. This demonstration begins at the point where Robert is testing the results of the Re-imprinting with Dee and

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discovers a major conflict. Robert Go back to this part down here. (Leads her eyes to the position they were in when she got the helpless feeling during the Re-imprinting.) Dee. I feel curious and scared. Robert. About. . . ? Dee. I feel a sense of danger like there's something out there that's kind of scary. Robert: What is it that's still out there? What is it that you still need? Dee. What first comes to mind is that I need a guarantee that I won't get hurt, but I think that won't happen. I feel like there's a sense of destruction. Robert Is it that "something" would destroy you? Dee. Yes. It would destroy me. Robert. Do you know what it is? Dee. It feels like a black hole. (To Group:) There is a picture here that "feels like a black hole." Notice that Dee is looking down, sort of to her right. Her pupils are dilated and she's describing a color. Her eye position indicates feeling and she is also describing a color. This is a synesthesia. Synesthesia is when you are experiencing more than one representational system at the same time. It often makes unpleasant experiences harder for the person to make sense of internally—it's like the experience is less sorted out in her mind. Instead of getting a complete image or sound, it may seem fragmented and hard to decipher from within. It's like a picture is there, sounds are there, but they're floating just below the conscious level. Usually all the person is aware of is an unpleasant feeling. I should point out that a synesthesia is not always dysfunctional and is often associated with being resourceful. For example, Mozart used synesthesia in his creative strategies. When you're dealing with limiting beliefs, however, it's like your thoughts are globbed together in a single confusing representation where you

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can't see or hear clearly what's going on inside. (ToDee:) You're afraid that somehow you'll get sucked into that "black hole" and you might never come out. Dee. Yes. Robert. And you want some sort of guarantee that you can go in and

out of whatever the black hole represents? Dee. Yes. Robert: This one is saying no guarantees (Gestures to part) yet I wouldn't help you do it unless we could at least guarantee that you wouldn't be destroyed. How could you explore that and guarantee that you could go into that without being destroyed? What's the resource that you need? In other words . . . Dee. I feel it's external to me . . . like there's something real out there that could destroy me. Robert. Out where? Dee. Out there in the distance (Gestures). Robert Is it inside of your memories, that distance? Dee. No, it's in the distance out there (Gestures). (To Group:) This is an interesting thing. Is it out there (Gestures away from Dee) or is it in here? (Points to her body.) (To Dee.) Is it a part of you? We don't want you to be destroyed and we don't want to say something isn't real if it is real. You have some sort of sense of curiosity now . . . Dee. Yes. I'm real curious. Robert. How can you go about exploring something that's off in the distance without having it jeopardize your life? That's what you have eyes for, by the way. If I see something happening over there (Gestures away from Dee), by seeing it and knowing that it's there, I'm going to have more protection over my life than if I never go to it. Dee. The problem is that it's dark. (Laughs) Robert. It seems to me like there's a resource you need so that you don't have to go to it, but can look at it first. What if you have light? If you were to take some of the resources you have about visualizing to that situation, would it help? Dee. Yes. Robert. Do this. Put your eyes down here (Gestures to where Dee indicated that the black hole is located) so that you get a sense of what it is—and it's off there in the distance. It's not close enough to be dangerous. And keeping it the same distance, look up and see it out in the distance. Don't let it come any closer to jeopardize you. Dee. Yes. It feels like it's a vortex. Robert. What do you see? Don't feel it, see it. Dee. It's hard to put light on it. I feel light all around it, but I don't feel light on it, and it feels like a vortex that could suck me in and destroy me. Robert. It's a different kind of a "smoke screen." So you can't put any light on it. What is it? Maybe it's some other part of you. Dee. OK. I see it now. It's a part that is very impulsive and crazy. (To Group:) We've gotten down to an identity issue. She's saying "It's a part that could be me. I could fall into that and be impulsive and crazy." That's very real. I know people who have given in to those kinds of impulses. Those of you who work with others have probably seen people that act in that kind of a vortex. I mentioned earlier that some people will try to lock a part like that in their own insane asylum, or keep it in a cage so that they avoid it. By doing that, you're never going to be able to resolve the conflict and it will always be there, waiting to suck you into the vortex. (To Dee:) What is that part of you out there trying to do for you? Does it want to suck you in and destroy you? Dee. It's like the curiosity makes me want to go into it. It's like the curiosity is dangerous too. Robert. Curiosity killed the cat (Dee has severe allergies to cats), but don't worry—they have nine lives. (Laughter)

In a sense there are two things going on here. This part itself is impulsive, it's not necessarily curious . . .

Dee. No. It's very dangerous. It's like it's all pure impulse. It doesn't think at all. Robert. Is that what it intends? Ask that part if it intends to destroy you and suck you in and be completely impulsive. Dee. No. It wants fun, excitement, and adventure. Robert. So it wants fun, excitement and adventure. It doesn't want life threatening, vortex sucking destruction. Dee. Right. Robert. You let the cat out of the bag now, and you found out its teeth and claws are not as sharp as you thought. Did you ever have a cat when you were little? Dee. No. Robert. Did you ever have any animals? Dee. No. Robert. Ever since you can remember? Dee. Yes. Robert. So, this part wants fun and excitement and you have this other part with curiosity. It's the combination of being curious with the fun and excitement that would get you caught up into that. In other words, the vortex involves two things responding to each other. The vortex is not one part or the other. What resource would you need to be able to have fun and excitement, and all that part intends, but not get caught up in it and be destroyed? In other words, so you wouldn't lose your identity and get sucked into chaos? Dee. My first thought was to analyze it, but when I analyze it, all the curiosity goes away. Robert. So, when you analyze it, all the curiosity goes away and when you get curious, you don't have any analysis. Dee. Right. (To Group:) What we hear again are dissociated processes. How do we get analysis and curiosity together? Here are two resources that don't have any way of working

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together. Is it a strategy? How can you be curious and analytical simultaneously? (To Dee:) Let's deal with the curious part. Where's your curious part? Dee. I'm feeling curious now. Robert. Oh! So you're curious. Where's the analytical part of you? Dee. It's just kind of watching. Robert. OK. Those two don't have much overlap with each other. Let's put one in each hand. Dee. This one would be analysis (Gestures with the right hand). It's got a business suit on. Robert. Probably appropriate. It has a business suit on. Let's go to this part. (Gestures to left hand.) What's the curious part of you like? Dee. That's the artist. Robert. So she's artistic. Dee. Uh huh. Robert. What does the other part of you look like out there? (Gestures) The "fun, exciting" part? Dee. A lot of trouble (Laughs). Robert. What does she look like out there? Dee. I don't want to tell you. I need to censor that one (Laughing). Robert. That's OK. We can tell by your physiology and your skin color change. Again we have dissociated experiences. What does the analytical one think of the other part as she looks over at the creative part? Dee. She doesn't think about her very much. She's frivolous. Robert. She thinks she's frivolous. Does this one (Gestures to left hand) intend to be frivolous? Dee. Uh hum. Robert. She wants to be frivolous? That's what her goal in life is? Dee. Yes. She wants to be curious and to do paintings

and be creative and not make money. Robert. And not make money, or is it that she doesn't care about money? Dee. She doesn't care about money, and the result is that she doesn't make money. Robert. Does she move away from money? That's the way you put it first. Dee. No, she doesn't go away from it, she just gets involved in doing "things" that don't relate to making money. She is not altogether responsible. She doesn't pay bills and doesn't clean out the bathroom sink and . . . Robert. But she's necessary too, though. Dee. (Hesitation.) Robert: Now have this one (Gestures to left hand) look at this one (Gestures to right hand). Dee. She thinks the other one is boring. Robert. Great! So you have a choice between being boring and frivolous (Laughter). This reminds me of a line from a Woody Allen book. He says "On the one hand we are headed toward utter destruction and doom, and on the other hand we face waste and lack of meaning. I hope to God we have the sense to make the right choice." (Laughter.) {To Group:} You can begin to see how double binds occur. When she's doing the bathroom sink she's being responsible but boring. If she does the other, she's being creative and it gives some sort of meaning but she's being frivolous. It's back to being excitatory and inhibitory. We also have this other part (Gestures out) out there that we'll get back to. We want to get to the point where we can figure out how to get each of these parts to work together. {To Dee:} This one (Gestures to right hand) must also find resources in that one (Gestures to left hand). Dee. She appreciates the creativity. Robert. You see creativity can also be practical because if you only stick to rote behaviors, you might do something that's impractical, just out of habit. Dee. Uh hum. Robert. Likewise, if you're going to be creative (Left hand), this one (Right hand) needs to implement that. This is the one that makes things happen in the real world. Dee. She (Left hand) does have a real appreciation of that one (Right hand). She just thinks she's boring. Robert. But she sees her value. Dee. Yes, she sees her value. Robert. What if you could get these two to not be separate anymore, but have a part of you that can be both creative and practical? Dee. That's not possible. Robert. What makes that impossible? Dee. Because that's a compromise. (To Group:) What we're hearing is we won't do that because then we have to compromise each other. (To Dee:) I don't want you to compromise either one of them. In fact, right now, neither one of them is able to do their thing very well because the other one is always stopping them. How could you have a part of you that would have full resources of both, that's just as creative as this one (Left hand) but just as practical as this one (Right hand), where you don't have to give up anything? You only add resources. How could you create something so you have just as much of this (Right hand) as you have of that (Left hand)? What happens now is that they stop each other. Do you know someone who is both creative and practical and is neither compromising, nor boring, nor frivolous? Dee. I might know somebody. Can I make up somebody that I think might be that way? Robert. Yes. What do they do? How do they balance and put these two things together so that neither of these is compromising and they have full access to the resources of all of them?

Dee. Hmm ... I don't know that much about their life. Can I make it up?

Robert. Of course. You can do it so that this creative one (Left hand) can create some pieces and this one (Right hand) can test it out to see if it's practical. So the creative part comes up with the possibilities and the other part checks it out for you. Dee. Oh! (Long pause) This creative one (Left hand) comes up with absolutely outrageous ideas that this one (Left hand) knows are absolutely not practical. Robert. That's fine. So instead of rejecting the ideas, have this one (Right hand) refine them. The more impractical they are at first, the more they're going to allow for new possibilities. As you make them real, you might find that you come up with solutions that other people have gotten stuck on because they didn't start from such an outrageous point of view. Can you do that? Dee: Uh huh. That's been going on. This one (Right hand) likes the ideas but doesn't want to implement them right now because of lack of money. Robert. Go ahead and have her adjust those ideas so that either you can do them without money or so they'll lead you to money. Dee. Oh! OK. (To Group:) What was happening before we started negotiating between these parts was that the ideas were rejected out of hand. Now we have created a feedback frame between them. It all makes logical sense, but until it gets installed a person doesn't do it. Dee. This one (Right hand) has to know where the money is, because it doesn't know. Robert. That's where that one (Left hand) can help. Dee: Uh, huh. (Her hands begin to move together with jerky ideomotor movements.) (To Group:) You can see that she's not moving her hands consciously.

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Dee. This is a very tentative relationship. (Laughter) Robert. I can tell. Dee. There's some trust, but not a whole lot. Robert. What do they need to be able to trust one another? Dee. Experience. They need to go ahead and experience each other's resources. Robert. There's another piece that's still missing. Now we have all these ideas here, but where's the fun and excitement going to come in? Once you get a solid foundation and you start this integration going, then you don't have to be afraid. Think of it in terms of a chemistry metaphor. If I were to put two things together, I might get a chemical reaction. But if I add this, that and something else, then all of a sudden I get a solution that's completely different. There may be more to this than a chemistry metaphor, because you actually get brain chemical changes when you integrate together the neurological patterns associated with these parts. Dee. (Her hands still moving together slowly.) This is weird (Laughing). Robert. The weirder it is, the more you're on track. Dee. OK. I'm not too sure about that! (Laughing) Robert. That's the practical part (Right hand) speaking. You do need to be practical about that. Dee. There's a part of me that wants to say, "Right on. Right on." This one (Right hand) is real unhappy with that one out there (Gestures out) and wants to shake a finger at it. Robert. Oh. So this practical one (Right hand) is blaming that fun one out there. Dee. She

wants to admonish it and straighten it out. Robert. Does this practical one (Right hand) understand that one's intention is not to do bad things and get admonished for it, but to make sure that you have fun and excitement?

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Dee. Right. It understands it... Robert. But it doesn't accept the way she's doing it. Dee. Or that she wants to do it. Robert. It doesn't trust that's what she wants. Dee. Either that or that she'll do it the wrong way. (To Group:) This is where some of the repression and conflict issues come in. (ToDee:) Does that fun one (Gestures out) believe that it could have fun and excitement with both of these, if you brought that one in? Dee. Uh huh. But this practical one doesn't believe that (Right hand). This one is real rigid and wants it done a specific way, which already doesn't work. Robert Does it know that? Dee. Yes. Robert. So, even though the practical one wants fun, it's still caught in that rigidity? Then it's acting in a way that it doesn't want to act. What resource does that part need in order to act differently? Dee. It needs experience which it doesn't have. Robert. How do you react in a situation where you don't have experience yet? This is a very important issue that centers around identity. You're going to be a different person. How are you going to be able to know what results are going to happen before you've tried it? The double bind of it is that you're thinking, "I'll trust it after I've experienced it, but I won't experience it until I trust it." I don't want to tell you, "Forget the trust part, just go ahead and do it." That's probably what this creative one (Left hand) would say, and that practical one (Right hand) would say, "No. Don't try anything." Dee. Right. Exactly. Robert. How can you do it? This creative one (Left hand) knows. Dee. This creative one (Left hand) does know. Dee. This adventurous one (Out there) will run films.

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Robert. What would happen if this one were to run films of how to do it and how to have some of those experiences, and let that one (Right hand) evaluate it for practicality? The creative one (Left hand) will start it, and that practical one (Right hand) will stop it and this adventurous one (Out there) will run a film about what's going to happen if it continues. And this practical one (Right hand) will edit the film to make sure it's within the limits of practicality. Dee. Yes. Then this creative one (Left hand) can give that one (Out there) more information. Robert. It's a strategy. Dee. Yes, and then this one (Out there) can run the film again and this practical one (Right hand) will approve or disapprove it. Robert. If it disapproves, it doesn't have to reject ... it can refine. It needs to say, "That's objectionable. Can you change part of it?" Dee. That's right. Hum. That's interesting. This practical one's (Right hand) getting information, and can give information, and that one's (Out there) like the editor that can fit it all together. Robert. Can you do that? Dee. Yes. Robert. Can you put them all together? Dee.

They are all together. Well that (Out there) one's still out there, but I guess that's OK. Robert. We want to bring that one in too. {To Group.} We want to make sure she has equal access to all of them. We want them integrated. (To Dee:) How could you bring them in so that this part of you that used to be that tremendous black hole is a part of you? So that it's a part of an integrated you where you have access to all parts of you? Dee. This part (Right hand) thinks that maybe we should just leave that part out there.

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Robert. I believe that it does. But that's not going to work. What would you need to do now, to allow you to have a better quality experience? To be more practical than impractical? Dee. OK. It's over here now (In the left hand). Robert. So this part (Left hand) is both creative and fun. In essence, she's taking a smaller step. We're going to put this one (Out there) here (In left hand) first. Dee. (Right hand is moving toward Left hand.) Robert. This practical one (Right hand) is a little more anxious than this fun adventurous one (Left hand). Does this one (Left hand) still need something else? This one's afraid for it's own identity too. Dee. I know what this one (Left hand) needs and I put it in. Robert. Good. At this point I want to make sure that all objections have been met and they both feel comfortable coming together to form a new part for you. One that's both creative and fun and practical/analytical. Dee. (Hands continue moving together with ideomotor movements.) It feels like they have no more objections and they're ready for each other.

Summary

{To Group:} As Dee continues integrating these aspects of herself, let me summarize the work we've done here. We started by clearing Dee's personal history via Re-imprinting. Sometimes when you do that, you're still left with parts in conflict. So, you begin by identifying the parts in conflict by watching for asymmetry in physiology and postures. You then have the person make a full representation of each part, seeing, hearing and feeling them in each hand. Then have each part look at and consider the other. Often they'll have major objections to each other or they will mistrust each other.

Next, find the positive intention or outcome of each. Many times, they'll each think that the other part is negatively intended. It's critical to this process to get to the intentional level of each part. Typically, neither part will object to the intention of the other. Often you can continue working with both parts until they find a common intention that they could share—such as assuring that the person has a meaningful, worthwhile life. Finally, have each part look at the other and realize what resources exist. You can have the person consider each "part" as a set of resources at this point. If the person has all these resources available, they'll certainly be a lot more effective. Getting congruent about what you want is one

of the most important things you can do. We also want the person to realize that if the parts combine their resources, they'll be much more powerful as a single integrated whole that can accomplish their higher purposes and their common goal. The intention allows them to begin to share resources so that we get the best of both working towards their common shared goal. So at this point we see the parts coming together to become a unified part to make the person whole. That kind of feeling—being a "whole person" is something that's not easy to describe because it's 'just you.'

Questions

Man: You mentioned that we should test when the integration is complete. How do you test? Robert. As Dee's hands came together, I asked her a series of questions about her ability to make money and do practical things in a fun, creative way. Dee's responses were congruently positive and she gestured with both hands in harmonious movements.

To find out if the integration is whole and complete, I begin to engage the person in appropriate activities. If it was smoking that they were dealing with, I would have them go back and think about smoking and notice what happens. Then I watch for an integrated physiology. If they are verbalizing that the picture of the new part is integrated, but I notice that their body is not, I go with the physiology and know that it's not complete yet. Of course, a behavioral test is always the best. If you can actually put the person into the situation that used to create problems and you get a new and congruent response, you know that something has shifted and integration has taken place. Woman: Dee seemed to be confused at times during this process. What about that? Robert. There is a difference between "good" confusion and "bad" confusion. Sometimes when people get confused, it's because they've just integrated. Sometimes it's because they're disintegrated. In both cases, their thoughts and feelings will seem different, not familiar, and they won't understand what's going on. Some confusion is good. When you've just integrated conflicting parts, the world literally isn't the same. Things seem very different. Conversely, there are other times when it seems like you're torn between internal parts, and you don't know whether to go this way or that way. That's the kind of confusion that will keep you stuck.

Woman: Why do you put the parts in the hands? Robert. The reason I have someone put their "part" in a hand and talk to it is because I want to take something that is just a feeling and add visual and auditory representations to it. I want them to access more of the brain than when it is just a feeling. I also do that as a natural outgrowth of asymmetrical gesturing. Also, when you have the person see, hear and feel the part in their hand, you are having them consider the part and its intention from a "meta position." Instead of being caught up in it, they are outside it, considering it in a different way and gaining a new perspective.

Man: How do you know when to go for an imprint versus doing a conflict resolution?

Robert: If the behavior is oriented heavily towards asymmetry and it shifts from right to left, I'll go with congruency issues. If someone is more symmetrical, but has lots of intense physiology associated with the behavior, that lets me know it's probably an imprint. Woman: You've talked about asymmetry. Are there other physiological cues to watch for or use? Robert Sometimes when the person is in a conflicted state, he will have trouble moving his eyes from one eye accessing position to another. You'll often find a different physiology associated with each eye movement. When he describes one belief he might be looking up and left. When he describes the conflicting belief, he might shift his eyes down and right. If he has physiology that is very different for each aspect of his identity, you can bet that he'll have mental processes that will be very different as well. When I am working with people, I frequently ask the question, "What stops you from achieving your desired outcome?" I then look for an immediate unconscious physiological response that comes before they have a chance to consciously think about it. (This is called the half-second rule.) I'm not as interested in the verbal answer as I am the non-verbal cues that occur in the first half-second that let me know precisely how the person is getting stuck. Sometimes you'll find a discontinuity in eye movements when a person moves her eyes from one position to another. When she moves her eyes from Vr (up and left) to K (down and right) and you find a hesitation or a deviation in direction, it's a communication that something isn't integrated appropriately. When you find a discontinuity in eye movements, the first step is to start integrating the two physiologies together. Your goal is to help her move easily from one eye quadrant to the other. You can do that by having her access and totally get into one state and while holding that state, have her move her eyes to the conflicting quadrant. Your outcome is to assist her in literally creating an access between the two quadrants. This installs a new pathway for accessing her resources and gives her more choices about her beliefs and behaviors. So, one way that you can move towards integration is to create a smooth movement between the two polarities, and eye accessing cues give you an avenue for doing that. You can also move toward integration using voice tones. Have her start with one voice tone and then slowly change the tone or tempo until it goes to the other one. The whole idea is to create connections between the two conflicting parts. The best time to install this smooth pathway (either visually or auditorially), is when she is to the point of saying, "I don't know what to do." That signifies an impasse, and connecting the two together will often make an incredible difference.

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The Conflict Integration Model Summary

1. Identify the conflicting beliefs and calibrate to the physiologies of each of the parts in conflict. (Pay particular attention to asymmetries.)
2. Represent the beliefs in all sensory systems, putting the different beliefs in different hands. See the you with 'X' belief in your right hand. See the you with 'Y' belief in the other hand. Find out what images, voices, sounds and feelings are associated with each part.
3. Ask each part to look at the other and describe what it sees. At this stage, the different parts will often dislike and mistrust each other. You should see the person display different physiologies as he/she switches back and forth between hands.
4. Find out the positive intention and purpose of each part. Make sure that

each part recognizes and accepts the positive intent of the other. Point out that their conflict is directly interfering with the achievement of their own positive intentions. If necessary, go to the higher level intention of each. 5. Identify the common goal that they both share. 6. Have each part look at the other and describe the resources that the other has that would be helpful to that part. Secure a congruent agreement from the parts to combine their resources so they can more fully achieve their positive intentions. 7. If the image of either of the parts has been metaphorical, see the part as your own likeness at this point. 8. Suggest that the parts move together at the same time that a new identity is being created. Get a full representation in all sensory systems that fully integrates the resources of both parts. Calibrate to an integration/symmetry of the two physiologies that accompanied the separate parts. 9. After the hands have moved together and integration is complete, test in future contexts to make sure that there are no further ecology issues.

MHR...people often expect too much from sacrifices / changes / discipline they manage to achieve e.g losing weight does not automatically grant you access to a 'beautiful world of success and happiness', nor does quitting smoking...so when they gain their goal, and it fails to 'satisfy' all the expectations, they return to their bad habits...why sacrifice something for nothing? i.e for many people just being healthier isn't worth the discipline / sacrifice of immediate impulses...what is the value of living longer if there is no satisfaction? Prisoners often live longer than stressed out business people...and have no access to alcohol and cigarettes...or even junk food...let alone sexual promiscuity, fast cars, exciting lifestyles...but who would trade living a long life as a prisoner for living a shorter life, with some health issues in the latter part of it, but which is 'satisfying'...though question is 'is it really satisfying?', or has propaganda / advertising / manipulation conned you? Do you really benefit more than it costs? Do you care? Would you seek that benefit at any cost? Compared to no benefits at all? Just being a long lived, healthy slave? What of moderation? Have you tried that? Drunk / high one day a week? A few 'safer' promiscuous sexual interactions a month? Race your bike / car during 'track days' only, and drive safely / catch the bus, other days? Smoke a few cigs on the weekend only. Now you have REAL discipline...the ability to enjoy sweets, over-eating, drugs, casual sex, dangerous pursuits, in a 'self-controlled' way...THAT is real discipline...the ability to say YES OR NO, at any time, to any temptation / opportunity... as long as it imposes no cost on others that they have not given their holistically informed consent to...alcoholics maybe are better off entering a 'controlled binge environment' once a week / twice a month etc...than going 'cold turkey'...same for any other drug use...or 'dangerous' activity...

Diet the most basic health issue...over eating, 'abusing' food like a drug i.e using food as your main 'pleasure' and 'relief' source...it is the most available source of pleasure and relief...more people have access to 'junk' food and 'excess

calories', than they have access to sex, fast cars, exciting hobbies, success, meaningful work, attainable ambitions, love, approval, acceptance, status, wealth...it is addictive...sugar is the most addictive drug on this plane...and our 'satiation' kicks in too late / after we've over-consumed...and our 'habituation' is quite fast, so we need more and more 'sugar' to feel the same 'rush' and 'taste' the same 'sweetness'... and as eating is a truly 'purposeful' action, it is even more 'compelling'... and food, after alcohol and tobacco, is the most highly promoted / advertised / pushed consumer item available...and the 'worst' food, that highest in saturated fats and sugars / fructose, is usually packaged in the most 'appealing' manner...and more available than the 'whole foods' equivalents e.g mango, orange, apple, banana all beautifully / appealingly 'packaged'...most 'junk' food takes the 'sugars' and 'fats' out of 'whole foods, and re-packages them in deliberately appealing plastic...so we eat just the 'attractive' part of whole foods, leaving most of the nutrition out...e.g fruit juice is the most addictive 'kinder crack' you could market...pure fructose..like drinking wood ethanol, in health terms...while this sweetness, when part of whole foods, encourages us to eat the whole fruit, and gain the nutritional benefits of it. We would rarely eat the whole food equivalent of a large glass of fruit-juice.

There is a general principle that is important to mention at this point. When you interview people that are very good at something, it is common for them to have a clear, highly detailed representation of whatever it is they do well. They represent their successes vividly. When you ask them about their failures, they often have vague representations of those and there is hardly any physiological response. On the contrary, if you ask someone who is having trouble doing something about their successes, they will describe them as very vague internal representations, and will display very little physiology. Ask about the times they've failed and you'll get all kinds of detailed representations. I've been talking recently with a company called Sybervision. Among other things, they create videos for sports performance. They are using a number of NLP discoveries and methods. One of the methods they use is to show images, like that of a correct golf swing, over and over, so that the trainee has a reference image to use as a model. The more your brain senses something, and the more levels of detail that you have, the more you're going to be able to do it, whether it's success or failure.

MHR most people, the 'masses', area deliberately put in positions where they will fail e.g age based school progressions, where you can 'fail' a course, and still be forced to continue with the higher levels of it...this would be insane unless the real secret intent was to give the 'masses' a vivid and chronic experience of, and conditioning to expect, and accept, failure...and their 'lower socio-economic status...anyone who can send their kids to private schools, to avoid this 'trap' the masses are set up for...to be conditioned to accept their slavery..and to fear learning, and to 'give up' ... to acquiesce to their pre-programmed 'slots' in the hierarchy...same goes for economics of private tutoring, dance and music

lessons, clothing, hair styling, grooming, access to leisure activities / sporting activities...you could take an 'average' person and give them the best possible experiences and access to resources and they would go on to occupy much higher SES levels than well above average persons with the worst experiences, and least access to resources...which is how wealth and status reproduce their SES standings, even though they failed to reproduce the original 'superiority' that lead their ancestors to occupy a high SES position...though of course the ability to live as a hypocrite, opportunist, fraud, is something 'conditioned' too...from birth...along with expectations of how others should treat you and you them.....

The reason why someone tries to hold on to something so hard is because of imprint type experiences. This is the case nine times out of ten. When an incident situation occurs it is usually when the person is forming an opinion about identity.

What I want you to do now is to go back to the scene with your mother and step into her and see through her eyes. Give her the resource of knowing when someone needs to be taught. (He touches the previously established resource anchor.) Go through what you saw and hear what you were saying. Mary: This is different. Robert. (Continues to touch the anchor) Now, get this from the perspective of the little girl. Step into her Mary, you said that the belief you had formed as a result of that experience was that your mom didn't understand or believe you. What belief do you have now? Mary: Well, one of the things that I told her when I was reliving the experience was that I was scared. I told my mom that she didn't know much about being scared and suggested we talk about that. It was like both of us gained something new and useful. Robert. So, how would you put that into a statement of belief? Mary: If we both learn what is important to each of us, then everybody wins. And that is how it feels now. Robert. One more thing for you to do. Put your eyes down here now. (Gestures down and to her right, indicating that he wants her to access kinesthetically) I want you to repeat all these beliefs that you feel while looking there. That you are intelligent. . . that you can both win . . . that you are capable enough and important enough ... (Holds all the resource anchors).

"I quit smoking a lot of times, but I wasn't successful at quitting until I became a non-smoker."

Perhaps if you ate more pears you would be able to pare away what no longer fits you, and your "pear shape" would become a "pair shape" that attracts and fits the person you'd most like to pair with... MHR this is what I do with the 'fearful' feeling I get opening mail, looking to see if any of my books have been banned, or just ignored...I imagine myself moving my powerful wings as if for 'take off', and think of 'power' and 'positive' ... so I replace the sinking feeling of fear

/ trepidation / worry, with a powerful, positive, literally uplifting visualization / kinetics etc...

Hierarchy Of Criteria Summary

1. Identify a behavior that the person wants to do but stops him or herself from doing, e.g., person wants to exercise consistently. 2. Elicit the criteria that motivates the person to want the new behavior, e.g., person wants to exercise in order to be "healthy" and "look good." a. Elicit the strategy and/ or submodalities the person uses to decide each criterion, e.g., "health" = Ad/Vc "look good" = Vc 3. Elicit the criteria that stop the person from changing. NOTE: These will be higher level criteria because they override the criteria for motivation, e.g., person does not exercise consistently because there is "no time" and "it hurts." a. Elicit the strategy and/or submodalities the person uses to decide each criterion, e.g., "No time" = Vr/K "it hurts" = K 4. Elicit a higher level criterion that overrides the limiting criteria of Step 3. For example you could ask, "What is something that is important enough that you can always make time for it and would do, even if it hurts? What value does that satisfy that makes it more important?", e.g., "Responsibility to my family." a. Elicit the strategy and/or submodalities the person uses to decide this criterion, e.g., "Responsibility to family" = VC/K 5. You are now set up to use one of the following techniques: a. Leveraging. Apply the highest level criterion to the wanted behavior to override the limiting objections. For example, you might say, "Since your behavior is a model for your family, wouldn't you be showing more responsibility by finding the time to keep healthy and look your best?" b. Pacing the limiting criteria. Find a way to achieve the desired behavior that will match the criteria on all three levels and doesn't violate the limiting criteria. For example, "Is there some kind of consistent exercise program that doesn't take time, wouldn't be painful, and that you could involve your family in?" c. Strategy/Submodality Utilization. Adjust the strategy and/or submodality features of the criteria of the desired behavior to match the strategy/submodality features of the highest level criterion.

MHR find other behaviors where the person has / can / would override their usual 'objections', then 'anchor' these resourceful / can do attitude / physiology etc ... then re-imprint the previously 'avoided' activity with these sub-modalities / representations...to replace the 'objections' with 'motivations'...

I'd like to offer a little caution about the use of certain methods of visualization for health. Let me explain why. When the stress or illness the person is going through is created or intensified by some kind of internal conflict, certain kinds of visualization processes can intensify the conflict. The method of seeing the white cells as the "good guys" and the cancer cells as the "bad guys" can become a metaphor for the person's internal conflict. It might actually exaggerate the conflict. Unfortunately, almost all our understanding of the immune system is

modeled on the metaphor of war. When my mother was dealing with her cancer, she used visualization in a more ecological way. She visualized the white cells as sheep that were grazing in a field taking care of the overgrown patches of weeds (the cancer cells) that had grown up too high. Her tumor represented grass that had overgrown and needed to be recycled back to create ecological harmony. Think about what a cancer cell is. It's not a foreign invader; it's a part of you that is in many ways identical to your healthy cells. Its program has just gone off kilter. Experiments have even been made showing that sometimes cancer cells will go back to being normal cells in petri dishes. So, when you're working with someone on visualization of health, avoid any reference to "good guy/bad guy" or you may be hooking into an already existing conflict. You want to get the two sides working together and uniting to create a harmonious atmosphere.

1. Know what you want. Use affirmations or other techniques to deal with any internal objections to having what you want.
2. Get in a relaxed, receptive state of mind.
3. Visualize having or seeing what you want in as rich a way as possible.
4. Expect and believe you will receive it.
5. Tell yourself you deserve it.

By applying NLP filters to successful visualizers and contrasting them with non-successful visualizers, Tim and Suzi discovered some important differences between the two groups. First, the people who are successful have outcomes that are congruent with the rest of their desires and meet the well-formedness conditions for good outcomes outlined by Bandler and Grinder. Secondly, successful visualizers generally use different submodalities than do those who were unable to achieve their outcomes. People who have difficulty making visualizations work are often seeing a dissociated image of themselves doing what they want or having their outcome. Sometimes it's even a small, framed, still picture that is anything but compelling. On the other hand, successful visualizers are able to see a fully associated experience of having achieved their outcome. This means that they are seeing what they want through their own eyes, as well as hearing, touching, moving, smelling and tasting their outcome as if it were happening in their present experience. This kind of visualizing results in a positive feeling about the visualization and reinforces practice of the technique. Response expectancy, the belief that something will

happen as the result of an action, is also important. Those who are successful experience their outcome in the visual, auditory and kinesthetic submodalities of expectations. To create your own submodalities of expectancy, take a moment and think of something that you always do, such as going to sleep at night. Check how you think about that. What internal pictures are you making? Are you saying something to yourself or hearing other sounds? What kinesthetics are involved—feelings of movement or touch? The non-successful visualizers often code their internal experience in the submodalities of hope or even doubt. To check your own submodalities of hope, think of something you "hope" will happen. You'd

like it to happen, but don't know for sure that it will—such as getting a promotion at work, or your spouse remembering your anniversary. Examine your internal pictures, sounds and kinesthetics. The most common kinds of submodalities include fuzzy pictures, dissociated movies, a "questioning" tonality of voice, or multiple representations (pictures of having something and pictures of not having it that are flashing back and forth or that are seen at the same time). If, when using the visualization process for health or any other outcome you want, you include having a wellformed outcome, a fully associated experience of already having the outcome, plus the submodalities of expectations, chances are that you will be more successful in achieving your goal. Below is a full description of a visualization process that we've found to be useful.

Formula For Behavioral Change

1. Decide what you truly want. It must be something that is within your control and something you do want, not "don't want." Determine how you will know when you have achieved your outcome. What will you see, hear and feel that will provide evidence? • What are the positive and negative consequences of getting your outcome? Modify your outcome to take care of any internal or external negative consequences. • Deal with any reservations you may have about getting your outcome. Write down reasons why you can't have it, allow yourself to fully experience any negative feelings that you might have, and create an affirmation (positive self statement) to release any blocks that you might be experiencing.
2. Get into a relaxed, receptive frame of mind.
3. Think of something that you fully and without reservation expect to happen. Go inside yourself and notice the qualities (submodalities) of your internal pictures; (color, location, brightness, clarity, number of pictures) your sounds and voices; (tonal qualities, volume, pitch) and your feelings (tactile senses, sense of motion, action sense) for expecting that something will happen. Write these qualities down to keep track of them.
4. Fully imagine seeing yourself having achieved your outcome as if you were watching a movie of yourself. • If you don't like the way it looks, modify it until you do. • If it looks "right" and you have no reservations about it, step into your movie and imagine that you are now experiencing having your outcome, using the submodalities of expectation.
5. Let it go—tell yourself that you deserve it.

Build the belief that illnesses are a communication, and when you respond to the communication, then symptoms will clear up on their own. When you continue to keep in communication with yourself and your body, you can maintain your good health. The second belief is that often there are multiple communications as well as multiple causes for illnesses. If you deal with one of them, you may not deal with the whole problem. If you keep responding to all of your communications, you will eventually get well. I had offered her a metaphor about a mother bird with a nest of babies. They all squawk to be fed at once. If the mother bird feeds

one, all the others are still squawking and it seems like you're not getting anywhere. Not only that, if you start to feed the others, the one you just fed will start to cry too. But if you keep a balanced approach in communicating with all these different parts (all the different baby birds), you will eventually be able to feed them all. They'll all grow up and fly away free.

beliefs—they're infectious

Robert Let me use my mother as an example. When we worked with her recurrence of breast cancer, we had to do a lot of work with some popular beliefs and some medical beliefs about what having cancer means. For instance, some people have the belief that cancer causes death. However, it's not really the cancer that causes death, but the breakdown of the immune system; so it's the body's response to the cancer that causes you to die. You don't usually die because of the cancer directly but because your immune system, or other parts of your body, become weak and so broken down that infection can take over or the system can't continue to function. Some people believe that cancer is a foreign invader and that you have to do something exceptional to get rid of it. Cancer is not a foreign invader. The cells are a part of you. You need to transform yourself to create health—not get rid of something. Another belief is that many people have cancer at some time or another, and what matters is whether your immune system is healthy enough to take care of it. There are lots of examples of people with spontaneous remissions. The reason they call them "spontaneous remissions" is no one knows how to pinpoint the turnaround. Sometimes medical beliefs come into conflict with psychological methods for achieving health. For example, in my mother's case, she initially had opposition from some of her doctors. When she told her surgeon about the work we were doing with her internal conflicts, he told her that was a bunch of poppycock and would just drive her crazy. When I tried to explain some of the research and ideas behind our approach, he looked at me and said, "You shouldn't experiment with your mother!" Yet, at the same time the doctors were not offering alternatives. So there are those kinds of issues too. Doctors can be very powerful in their influence over patients and can easily impact their patient's beliefs. The patient is in a very vulnerable place with a major disease. My mother and I recognized that the doctors were positively intended, and they didn't want either of us to act foolishly or build false hope. Rather than reject the doctors, we responded to their intent, not their words. As a result of the work my mother and I did in 1982, she's healthy.

Robert. It's not just the attitude or change in belief that's going to make all the difference. Beliefs are one very important level of processes. The person needs to follow through with what they need to do in terms of lifestyle, nutrition, relationships, etc. One of the things about a positive attitude is that it generates those kinds of changes. Positive attitudes fluctuate over time. Even the person

who does a great piece of personal work and changes dramatically is going to have doubts at times. It's a natural human thing to have happen, and the person needs support during those times of doubt. If she gets resistance, rather than support from the important others in her life, it can set her back. Positive attitudes are not steady states. If you wake up on the wrong side of the bed and have a major fight with your spouse or you have some problems at work, it may feed into your doubts. On the other hand, somebody who makes a major belief change and then opens herself up and gets into new relationships or improves her old ones will reinforce her positive attitude. She'll set up a self-reinforcing loop, so she is constantly, positively reinforced. I do want to emphasize that it takes more than a positive attitude to overcome a major illness. When somebody says, "I've changed my belief and I know I can get well again," but he hasn't changed what he eats, his exercise habits, his relationships at home and at work, I don't necessarily believe that he's changed his belief or will get well. When someone really changes a belief, a whole lot of changes take place in his life. I'd like to make one other important comment here. Changing beliefs is not necessarily a long, arduous, painful process. The fact that it took four days when I was first working with my mother doesn't necessarily mean that it takes four days with everyone or that's what you should expect. Each person will be different in terms of his or her needs. The person you're working with on a major health issue does need a support system and he also needs positive reinforcement. These things will make a big difference in his ability to make the changes work in the long run.

Robert. One thing that makes a big difference in a person's ability to recover from life threatening illnesses is having "purpose" and a reason or meaning for living. It's not just her relationship with herself or the images that she has of her goals with respect to her health. A will to live is not just based on having a clear picture of the tumor going away; it has more to do with the meaning of having the tumor go away. If your tumor goes away, who will you be then? What will having health allow you to do? I've found it very useful to help the person define his mission in life; if there's no reason for living, why bother to heal yourself?

In dealing with death and dying, there are times when you need to respect that a person's desire to die is appropriate. It could also be that the person believes his life is over because of limitations in his belief system or identity. That identity is indeed finished, but that doesn't necessarily mean that all of his life issues are finished as well. In fact, I find the term "remission" to be a very appropriate one for recovery from life threatening illness. Remissions often come about after a person has established a new mission or a "re-mission." You can't ever make a decision for somebody as to whether or not he should go on living. Working with NLP and beliefs allows you to go to a different level with the person and say, "I don't know if it's best for you to live or die, but what I will do is work to help you become congruent about

your wants." Make sure the person isn't dealing with a lot of internal conflicts about whether to live or not. Work to help him deal with any situations or imprints from the past that still create problems for him. In order for a person to make a life or death kind of decision, he has to be very "clear," "open," and "in tune" with himself and the world around him. When he is really congruent, he can make decisions about his options.

Often relationship issues, internal conflicts, inhibitory behaviors etc. result in or reinforce physical symptoms. Different states and emotions create different chemical balances in your body and provide the conditions for illness. When you help the person resolve a conflict at the identity level, you often take care of the internal conditions that create the illness. Fred: Are all illnesses related to beliefs? Robert Illness is a function of interactions in your biological and neurological systems. It is a systemic process that is not related solely to any one thing. Some illnesses involve very complex systemic interactions—others are more simple. In fact, some physical problems, like many allergic responses, are stimulus-response phenomena and can be changed using very quick and simple mental processes

Michael Levi (a researcher in the field of immunology and genetics and winner of the World Health Association Award for his definitive work, in the 1950s, demonstrating **that viruses are infections**) mentioned to me in passing that **an allergy was like a phobia of the immune system**. That comment intrigued me because it made sense at the intuitive level and meshed with other observations I had been making....there was already an NLP process developed for curing a long standing phobia in a remarkably short period of time...

People suffering from allergies who, when they fell asleep or became distracted, often have an immediate change in symptoms

The three anchor allergy process was developed. Tim and Suzi shortened that technique into the fast allergy process

A warning to the reader at this point. In working with allergies, as with any medical problem, it's important to do so in conjunction with appropriate medical treatment. Some allergies involve or can lead to severe anaphylactic shock and can actually be life threatening. So before you use these techniques, be sure the person you're working with is either under the supervision, or the treatment of, a qualified medical practitioner

Since we can influence the immune system concerning allergic responses, these principles could then also be extended to the influence of deeper and more pervasive immune system problems, like cancer, AIDS, lupus, arthritis, and many other systemic problems that involve the behavior of the immune system...

Suzi: I can imagine. If we had a bunch of timothy grass that we were mowing in this room right now, what would be happening to you? Lynda: First I will swell and drain, then the roof of my mouth itches, and my eyes will get bloodshot and drippy. Suzi: So, for the purpose of testing, imagine that the grass is here right now. That you have . . . Lynda: (Goes into the reaction and laughs) Suzi: OK. (Audience laughs) Stop! Stop! We only want enough to calibrate. (To Group:) She's just demonstrated one of the interesting things about allergies. People can create the response just by thinking about being in the presence of the allergen. There is a story about a turn of the century physician named Mackenzie who was treating a woman who had a violent allergic reaction to roses. He found that if he showed this person a very real looking artificial rose, she would still have the violent reaction. Lynda is also showing us the power of the mind. By just thinking about timothy grass she gets ready to have the reaction that she would typically have.

The immune system made a mistake about what was dangerous and marked out substances that put the active part of the immune system into action. Once that mistake has been made, and the cell is coded in the body, the immune system will go into action immediately, every single time.

We'll be saying to your immune system, "Not this response, this response. (Gestures with different hands) Not this; this." So it's just a matter of retraining. (To Group:) We want to do an ecology check before we start. (To Lynda:) If you didn't have this response to hay and grass, what would your life be like? What implications would this have for you? Lynda: Well, it has decreased over the last 10 or 15 years. So, I think it would continue freeing up energy. And there would just be that part missing. The garbage. Suzi: Would it have any negative consequences? Is there any reason you shouldn't give this up? Lynda: No, I can't think of any. Suzi: I mean, it's not like you would want to spend all your time with your horses, and other things would go by the wayside. Lynda: (Laughing) No. It wouldn't limit the amount of around, the response will be there unless I take medication. If I leave the situation, my symptoms subside. Suzi: How long has this been a problem for you? Lynda: (Pause) Since I was about 11 or 12. Suzi: So you've had to deal with this a long time, a major part of your life. I don't know if you know how the immune system works; it's really quite interesting. What's happened with an allergy is that your immune system is overreacting and has become overactive. It has a number of different kinds of cells with different functions. The macrophage is the cell that would typically take care of anything like hay, grass or dust (an innocuous substance) that you breathe in. These cells are scavenger cells. They look a little like an octopus with long tentacles that reach out and ingest whatever that foreign substance is that might get into the body. When a macrophage encounters a virus, it ingests part of it but also displays one on top of it like a flag. It's almost like a victory flag that is being held up to alert the rest of the immune system that the body has been invaded.

This flag alerts the helper T cells to possible danger. Their job is to match the niches on the side of the flag that's being held up to the niches that they have on their sides that mark substances as dangerous. If there is a match, they will adhere to the substance and send out a message immediately for help from the killer T cells. The killer T cells come rushing in ready to fight. They come to where the flag is being held up and explode the virus by injecting it with a chemical. Lynda: They explode which cell? Suzi: They explode the cells that are there at the point where the macrophage has held up the flag. That works out fine if you have a virus or bacteria there, but with an allergy, the killer T cell attacks your own healthy cells. One of the chemicals that is excreted when the cells are exploded is time I spend. I won't allow it to. Suzi: Once when Tim and I were doing this process with a fellow who was allergic to grass, we got a different response when we asked this question. He said, "Oh! Then I would have to mow the lawn! My wife has to do it now!" (To Group:) We want to make sure at this point in time that we deal with whatever secondary gain might be there. For example, you might find a child who develops allergies or asthma and gets lots of attention from that. In a case like that, you need to assist that child in having ways of getting attention without the asthma or allergies. There appear to be no serious ecology issues for Lynda in giving up this allergy; not in what she says or by any non-verbal incongruencies. (To Lynda:) What is like hay or grass that you can be around, and your body hasn't made a mistake about? Are there any kinds of grasses, green grasses? Lynda: What about house plants? Suzi: OK. You're fine with any kind of green house plants? In other words, your immune system hasn't made a mistake about them? Lynda: Yes. I'm fine around house plants. Suzi: What we're going for is a counter example that's close to the substance that's now creating the response; the closer the better. Go back in the past and be totally therewith your house plants; really there. And I want your immune system to pay special attention to how it responds when you're in the presence of house plants and green growing things inside your house. And have your immune system pay special attention to precisely how it is that it does this for you. (Anchors that state) Good. (To Group:) I'm making sure I have a good strong anchor for that counter example. Associate the person into a specific situation before you anchor them. (To Lynda:) Now, Lynda, I want you to imagine there's a plexiglass shield all the way across the front of this room, from wall to wall, protecting you. And over there, on the other side of the plexiglass you see Lynda. And you see Lynda with this response that we've just established.

(Continues holding anchor) A Lynda whose immune system knows just how to respond appropriately to green things growing indoors. And as you look at Lynda over there, you know she has the kind of immune system that knows how to respond appropriately. (Pause) OK. Now, I want you, very gently, to put that Lynda over there in a situation where she would be around grass; the kind that used to create problems for her—timothy grass. Whatever it is. See Lynda over there, knowing that she has this response that we've anchored in, fully available

to her. Her immune system does know how to respond appropriately. And you'll notice that Lynda changing over there, as she's in contact with the grass. And it may seem really strange to you inside to begin with. (Pause) And watch over there for that response, that is similar, now to what she has with green growing things. (Pause) OK. That's right. (To Lynda:) Now I want you to go out there and gather up those Lyndas and bring them right back into this Lynda sitting here. Come back here with me. Imagine, right now, that somebody's mowing the grass, here in this room. They're mowing timothy grass, and you still have your immune system totally intact, operating in the way you want it to be operating. And it knows just how to respond appropriately. As you imagine seeing timothy grass—as you're right here with me. (Pause) Just relaxed. (Pause) Mn-hm. That's right. Now, there will come a time in the very near future, when you'll have an opportunity to be in the presence of timothy grass, hay, or anything of that nature. I'd like you to go to being with your horses and feeding them. Lynda: OK. Suzi: And have your immune system pay special attention. It now has the knowledge of what the appropriate response is, when you're in that position. (Pause) OK. (To Group:) We're going to let that settle in for a minute. This is a little like when you're doing the phobia process with people. You often have a dubious client for a while who says, "Wait a minute. I don't know what's going on. This shouldn't be this easy and this shouldn't be working that well." Do you have any questions of Lynda and her experience of this? Man: When you were imagining that you were in the presence of the allergen, was there any sensation at all? Lynda: Just a tiny little bit. Sort of like in the back of the center of my face, if that makes any sense. That's all I got that would be like what I normally get. It was like the very beginning of the old response, and then it didn't follow through. Woman: What was the reorganization of your immune system like to you? Lynda: It was very much like a collapsed anchor. It is like you can feel things being rewired. Something's happening. Suzi: That's a wonderful description of it. This really does reach down deeply in her neurology for change. (To Lynda:) Now that it's settled in, imagine like you did when we first started out—that you're whiffing in a big giant whiff of timothy grass. (Pause, softer) And notice what happens inside. (Pause) Now try hard to get that old response back. (Softer) As hard as you can. (Pause) Lynda: I'm still on guard, waiting for something to happen. (Laughing) Suzi: Shock. Can't you do better than that! (Laughing) (To Group:) For those of you who were calibrating, was that the same response we got before doing the process? Audience. No. Suzi: Now, she's still on guard, and rightfully so. She was 11 or 12 when this started. She's still waiting for the response because that stimulus had brought it about every single time. (To Lynda:) And you'll be pleasantly surprised when you go out there and wait for that old response, and say, "Oh, it's not here. I can just enjoy my horses when I'm with them." Lynda: Mm-hm. Suzi: (Softer) Nothing else needs to happen out there. And you can thank your immune system for being so responsive to learning new ways. Lynda: Thank you. Suzi: That process is very easy for you to do with yourself. You said that you were allergic to lots of different things. Lynda: Yes,

there are a few other things too; that was the biggest. Suzi: Now, if you're a person who generalizes easily, I wouldn't want you to think of the other things that this might also work with. Lynda: (Laughing) OK. Suzi: Have your immune system go through the process automatically for you ... so that you don't have to do it consciously. Because . . . you know, we learn very quickly, and there's no reason why it couldn't go ahead and do the process with those other substances, so that you don't even have to bother.

Questions

Woman: What if the other person doesn't know what the substance is that they're allergic to? Suzi: Obviously, it's much harder to find the appropriate counter example if you don't know what the allergen is. With hayfever, when a person only knows that it's "something in the air," try using flour or dust or lint floating in the air for the counter example. You can also use the air at other times of the year when the person responds appropriately. Man: Some people are allergic, in testing, to virtually everything. But there are some times when they respond to the allergen and other times when they don't. What's that about? Suzi: That might mean that the allergen is very stress related, and it deals with their emotional state. That lets you know that there's another piece that needs to be in your intervention; teaching them how to respond differently in the situation that creates stress. For instance, do any of you who have hayfever notice that some years it's far worse than others? If you look back, it might be because of what was going on in your life—not that the pollen count is any different. Your internal state makes a difference. Man: What do you do if it comes back? Suzi: If they re-create it somehow, do it again. It typically only takes five minutes to do. Also double check the appropriateness of your counter-example and ecology, especially beliefs that might be in the way. Occasionally you might have to do a re-imprinting or a conflict integration. Woman: Have you used this with children? Suzi: Yes. It works well with children. The youngest one we've heard of it being done with was about 3 years old. Man: What if the process doesn't work? Suzi: Perhaps the person was not using the appropriate counter-example. The closer the counter-example is to the allergen, the better. Take for instance an allergy to cow's milk. Can the person drink goat's milk or soy milk? If they're allergic to all kinds of milk, is there something white and liquid that the person is okay with, like coconut juice, or something like that? I find it's better to have the person come up with their own counter-example, rather than me choosing it, but suggestions are often helpful. Another primary reason that it doesn't work has to do with secondary gain and ecology. The ecology issues might not come up at the beginning of the process—you may not catch it until you're having the person do the future pace. You may need to do reframing, new behavior generator, re-imprinting, change personal history etc. to deal with the secondary gain first, before proceeding with the immune system. Thirdly, there can be an underlying imprint that is the real root of the allergy. It never hurts to check for an

unresolved imprint experience before doing the allergy process with someone. That way you can be really thorough. Woman: Have you used it with life-threatening allergies? Suzi: Yes, and if you were my client with a life threatening allergy, I'd insist that you agree to go to a doctor to have an appropriate medical test to validate medically that you no longer have a reaction. If you're dealing with a severe case of allergies with either life-threatening or terribly unpleasant symptoms, you may want to use three place dissociation ... as if it were a phobia. The purpose is to get the person far enough removed that she won't collapse back into the symptoms.

Fast Allergy Process Summary

1. Calibrate. Ask, "What's it like for you when you're in the presence of the allergen?" Watch for the person's physiology, eye accessing cues, breathing, etc.
2. Explain the mistake of the immune system. Explain that her immune system has made a mistake about something being dangerous when it really wasn't. The immune system has marked out something as dangerous that's not, in and of itself. It can be retrained rather quickly.
3. Check for ecology/secondary gain. What would her life be like without this? Are there any positive or negative consequences? Use whatever NLP techniques you need to at this point to deal with ecology issues before proceeding.
4. Find an appropriate counter-example resource. Find a counter-example that is as similar to the allergen as possible; that the immune system responds to appropriately. Anchor that response and then hold that anchor throughout the whole process. Make sure the person is associated as you set the anchor. If possible let the person come up with her own example of what is similar.
5. Have the person dissociate. Using a plexiglass shield from wall to wall is an easy way to establish dissociation. While holding the anchor, have her see herself over there on the other side of the plexiglass having the resource. Use all your fluffy language suggesting that she is "the you you want to be," and that her immune system operates appropriately.
6. GRADUALLY, introduce the allergen. As she is watching herself over there behind the plexiglass, have her slowly introduce the allergen, the thing that used to create the problem. Introduce it as a gradual process giving her the opportunity to get used to it. Wait, at this point, until you see a physiological shift. It's like the immune system says, "All right, I've got it. I'll change the notches on my flag so it doesn't match up with any of the T cells I have."
7. Reassociate. Bring her back into her own body and have her imagine she is in the presence of the allergen as you continue to hold the resource anchor.
8. Future pace. Have her imagine a time in the future when she will be in the presence of the thing that used to create an allergic response for her.
9. Test. If you can actually test carefully on the spot, do that. If not, re-calibrate to see if the physiology, eye accessing cues, breathing, etc. have changed.

Three Anchor Allergy Process Summary

This is the process that Robert Dilts first began utilizing when he was working with allergies. The only difference between the preceding technique and this one is that this process utilizes three anchors simultaneously (one for dissociation, one for the counter-example, and a resource anchor), instead of just one counter-example. 1. Calibrate. 2. Explain the mistake of the immune system. 3. Check for ecology/secondary gain. 4. a. Have the person dissociate, and anchor the state of dissociation. This is added reassurance that you can keep the person dissociated. b. Find an appropriate counter-example resource and anchor that. This is the same as the other process. c. Ask the person how she wants to feel when she's in the presence of the allergen. This might be "the you you want to be" in that situation. Anchor this re-source also. 5. Use all three of the anchors set in Step 4 to have the person see herself with these resources available. 6. Gradually introduce the allergen in the dissociated state. 7. Let go of the dissociation anchor and have the person reassociate having the other two resources still available. 8. Future pace using the two resource anchors. 9. Test.

Foreground/Background

The next pattern we want to discuss is called the Figure/Ground or Foreground/Background procedure. Robert developed this technique after reading about some of Pavlov's experiments with dogs. I'm sure you all recall that Pavlov was the Russian scientist who conducted a lot of the initial studies on stimulus-response phenomena. In one of this studies, he conditioned a dog to salivate when it heard a bell, a buzzer and a tone all at the same time. Pavlov found that each of the sounds had a different value in getting the dog to salivate. The bell might get ten drops, the buzzer five and the tone two. In other words, the bell was in the "foreground" of sounds the dog heard, i.e., the dog paid more attention to the bell than to the buzzer or tone. The tone with the least value would be background.

Pavlov found that if he then inhibited the dog's response to the tone so the dog didn't salivate at all when he heard the sound of it (so it had a value of zero), then reintroduced the tone with the bell and buzzer, the value of the combined sounds would fall to zero. The combined three sounds no longer served as a stimulus for the dog to salivate. This same principle can be applied to allergies and other stimulus-response problems people have. You can use the Foreground/Background technique when you have a specific stimulus in a defined context. It's been used on phobias, on unpleasant reactions to the sound of a dentist's drill, negative responses to unpleasant voice tones, etc.

Foreground/Background Demonstration

Tim: Does anyone here still have an allergy? Gary: I am allergic to cottonwood trees. When their fluff is blowing, I get congested. The thing that's interesting about it is that when I pay attention to my symptoms, they get worse. When I get

involved in something, they aren't as bad. Suzi: Good. Maybe we can assist you in really noticing other things. Tim: What's it like for you when you're around cottonwood trees? Gary: (Displays tension around his eyes and his skin

color becomes uneven.) My eyes begin to itch and my nose gets congested. Tim: If there was cottonwood fluff around now would it bother you? Gary: Oh yeah. Tim: Do you like pine trees? I'd guess you're OK in a pine forest. (Kinesthetically anchors Gary's arm as he begins to think about pine trees.) Tim: (Abruptly, while still holding the "pine tree" anchor) What do those tennis shoes feel like on your feet? (Creates an association between any sensations in Gary's feet and what it's like for Gary to be around pine trees.) Tim: (Releases anchor) How about cottonwoods? If you were walking among the cottonwoods . . . what is it like? Gary: (Confusion, blinks several times, shift in state to the physiology associated with pine trees) Wait a minute .. Suzi: It's called burning out the circuits. Gary: It's like a shock. (He sits quietly for a few moments.) Tim: What's it like for you now when you think about cottonwood trees? Can you get any of the old response back? Gary: . . . No. Suzi: Well just see the room full of those little white fluff balls. Gary:... I'll try harder. (Exhibiting none of the physiology he displayed earlier when he thought about cottonwoods.) When I go back in my mind to the past, when I've had the reaction, it's like it's never been there. That's what's weird. Tim: (To Group:) This is a process that is easy to do covertly since it goes so fast. The applications for family therapy, business interactions and couples work are probably obvious since it works on visual or auditory anchored responses. Suzi: {To Group:) Let me explain what Tim did with Gary. The cottonwoods were originally foreground in Gary's perception. His feet, which are always present with him, were background. Tim: So we created a strong association between his feet and a counter-example (pine trees) that he has no immune reaction to. As long as the pine tree counter-example is close enough to cottonwood trees in his way of thinking, the technique will work. Man: How would you do it covertly? Tim: That was covert to anyone not familiar with anchors. Another example occurred the other day when I was talking with a man wearing a coat and tie. He was telling me how he was having trouble with his wife and how she'd nag at him when he called her from work. I assumed he had a negative anchor to her voice tone in the context of nagging. Later I told him I was glad I didn't have to wear a tie and asked him if he minded wearing one. When he accessed whether or not he minded, I anchored the response visually by holding an imaginary tie knot in my collar. I then asked him about some conversations he had with his wife when he really was interested in what she was saying, while firing off my visual anchor of holding the imaginary tie knot. Then I asked him about her nagging and he had a very different response than he did the first time he mentioned her nagging. He said it probably wasn't that bad after all. He had no conscious idea what happened, but I'm sure his unconscious mind approved, as I know his wife will when he starts listening to her. The important thing is to find a counter-example that's "close enough" in the person's way of thinking to

generalize. The best kind of counter-example is when a person should have had the response they're complaining about, but didn't. For example, I could have asked Gary if he'd ever been around cottonwood tree fluff and didn't have the allergic reaction. The next best counter-example is something that the person considers in the same category of things (trees, in Gary's case) or behaviors (conversations in the example of the man with the tie). Suzi: When we first saw Robert work with this, he was working with a woman who felt anxious when she heard a dentist's drill. Robert asked her for a counter-example . . . something that sounded like a dentist's drill but that she had no reaction to. She thought of an electric mixer. The technique didn't work with that counter-example. It turned out that a critical element was that she controlled the mixer and the dentist controlled the drill. Barber's shears later worked fine for the counter-example. It sounded similar and the hairdresser controlled them. Tim: It's even better when the counter-example is something the person enjoys. The woman said she enjoyed having her hair done because she was doing something that made her feel more attractive. Some of those good feelings carried over to the dentist context. For the background element you can select something that will always be there . . . temperature, sensations in the hands or feet, etc. Be a little careful about what you select and check it out with the person first. We were working with a man who was allergic to cigarette smoke. His wife smoked, so he had a big problem. We used his feet as the background element, like we did with Gary and he suddenly had an unpleasant reaction. It turned out that he used to smoke, but quit when his doctor said he had circulation problems in his feet!

Foreground/Background Process Summary

1. Identify a limiting response that occurs in a specific context (an allergy, the sound of a dentist's drill, an annoying voice tone). a. Calibrate to the physiology associated with it. b. What is foreground? What are they most aware of?
2. Find an appropriate counter example resource. Either a time when the person should have had the response, but didn't, or a similar context that is like the limiting one. a. What is foreground? What is the person most aware of? 3. Identify something that must occur in both the limiting context and in the counter-example that is outside the person's conscious awareness. What is background in both? (i.e., the way the soles of the feet feel, the weight of their clothes, etc.) Anchor this feature. 4. While holding the anchor, have the person focus on what she is most aware of in the counter-example experience. Your goal is to create a strong association between what is most in her awareness (foreground) and something that she is not attending to (background). 5. Release the anchor and immediately have the person remember and associate into the previously limiting experience. 6. Calibrate to the physiological response. If the limiting response still occurs, recycle through Step 3 with a different counter-example and strengthen the association between the foreground and background

features. 7. Future pace by holding the background anchor while the person thinks of future contexts.

Mapping Across Submodalities Process Summary

There is a way that you can use counter-examples and submodalities in working with allergies. Instead of using anchoring, you find out what submodalities are present when the immune system is working appropriately and map those across to where you have an inappropriate response. Often you will find that there is one critical submodality difference. 1. Calibrate. 2. Explain the immune system's mistake. 3. Check for secondary gain/ecology issues. 4. Find an appropriate resource/counter-example. Elicit the submodalities for that counter-example. You can ask, "How do you think about it?" These are the submodalities the person's immune system uses when it's responding appropriately. 5. Elicit the submodalities associated with the allergen situation. These are the submodalities the person's immune system uses when it's responding inappropriately. 6. As the person thinks about the allergen, have him map across the submodalities so that it matches the submodalities of the counter-example. 7. Future pace. 8. Test.

One of the core beliefs and promises of NLP is that effective thinking strategies can be modeled and utilized by any individual who wishes to do so. A large portion of this book was drawn from modeling the strategies and beliefs of people who had effectively recovered from potentially debilitating or life threatening illnesses as well as other mental and physical issues regarding well-being. The same principles may be applied and utilized in other areas of human excellence. For example, Wolfgang Amadeus Mozart is considered to be one of the greatest composers of music in all human history. As we mentioned earlier in the book, perhaps what sets Mozart apart from others is not mysterious mystical talent, but rather a very real and concrete strategy he used for organizing and integrating his experience. He utilized his strategy in a way that allowed him to excel to the degree that he did. I have studied letters of Mozart and found he actually laid out a fairly explicit and yet extremely elegant creative thinking process that I modeled. That process can be used to create harmony in areas other than simply musical notes. The following is a meditation for health that

is drawn from the formal thinking process used by Mozart to compose music. Even though the content has to do with internal experience, health and vitality, the structure of this psychological symphony is drawn from the master himself.

Exercise

Allow yourselves to take a moment and just be aware of your bodies ... be aware of feelings ... perhaps there are parts of you that you haven't really paid attention to very much during the day... notice the symmetry of your hands, your body, your feet, your left side to your right side ... and then ... pay attention ... deeply

inside of yourself. . . find a part of yourself that you've always been able to trust to be healthy . . . that, in spite of whatever illnesses you've been through, you've always been able to count on this part of you ... it's part of your body. Maybe it's your heart. Maybe it's your eyes. Maybe your lips. Maybe your legs. Maybe your ears. Find a part of you that, when you think about it, always feels vital, always seems healthy. The part of you you most trust to stay healthy and to stay vital. (Pause.) And as you put your awareness on that part, as you really go into that part, feel it. Feel that part of your physiology, of your body. (Pause) And, as you do, begin to imagine that this part of your body is like a musical instrument. And it makes a sound, a noise, a melody. And listen to the sound of those feelings ... the sound of that part of your body that incorporates within it your vitality, your energy. And listen to that sound. And as you hear the sound, perhaps you can make the feeling stronger, and the sense of health and vitality and aliveness can begin to spread beyond that part of your body. (Pause.) And as you hear that sound and feel that feeling, perhaps as you take your next breath, you can smell that

sound. You can smell that sense of aliveness, of vitality. And notice what it smells like to you. Is it sweet or is it fruity? Is it spicy? Is it aromatic? And notice what that smell is like inside. And what taste it might have. So that you can smell and taste that sense, the feeling of vitality. (Pause.) And let that smell and that sound begin to spread. And think of any parts of your body, and other feelings that might not be as healthy as you'd like them to be. And listen to the sounds and the tastes of those parts of you, as if they were part of a meal. . . like part of a symphony ... a piece of music. And begin to allow the sound and smell and taste of that life and vitality and health to serve as a counterpoint, or a dance, with all the parts of your body. So it spreads through from the insides. And even begin to see it, as if it were light spreading from that part of your body. What color, what brightness would that energy, that vitality look like, as it dances in rhythm ... in colors ... in the music . . with all of the other parts of your body spreading from the inside out. Massaging from the inside every part of your body. (Pause.) And know that music and that dance can continue. Even through tonight in your dreams, in your sleep, in the back of your mind . . . that music can spread . . . that light can spread its warmth, its flavor all through you. And that you can taste that, in the things around you, in the food that you eat. In the sights that you see and the sounds that you hear. And that the sounds of life and health, and the colors of life and health, and the tastes of life and health can be there for you. And if you can pay attention to those, your unconscious mind can lead you to what are the most appropriate things to eat, to see, to hear. (Pause.) And perhaps that light within you can become so strong and bright that it begins to shine out through your pores and eyes. And the sound spills out through your tone of voice, and spreads to others, without your having to try, but just by people being near you. They feel it, and they sense it. (Pause.) And allow that process to continue at its own pace, its own rate of speed, in the way that's most ecological for you. And

any of the ideas or the learnings that you've made here today, know that you can accept or incorporate them, or consider them, in a way that's most ecological and appropriate for you. And tomorrow morning, when you wake up, may you arise with a sense of energy and vitality, a relaxed feeling but with an alertness that perhaps you can feel as you allow your eyes to open and make contact with the world around you here. And even noises from outside the room won't interfere with that sense of inner vitality and peace.

Sleight of mouth...Dilts

How to persuade people, influence their beliefs...thought viruses...paranoid belief systems....how key beliefs can be established / shifted / transformed via language...

Beliefs held cognitively and neurologically i.e physiologically i.e in our nervous systems i.e 'neuro'... (MHR 'anchors'/triggers i.e physiological ...

'Sleight' is an Old Norse word referring to cunning, craftiness, dexterity...

NLP studies the interactions between language and our belief systems and nervous system...how we feel/ think / act ... and the 'accessing cues' /physiology / body language / and way we express ourselves...

Like computer 'program' is written in a 'language' ...which determines behavior of computer i.e input-output systems...

Philo was Jewish...

Again David Hume totally over looked by NLP...give him zero credit for being one of the fathers of psychology..

Effected people have rich models / representations of the world...more resourceful / motivated / flexible / motivated / positive responses to 'threats' / challenges / problems / obstacles...

Einstein : 'Our thinking creates problems that the same type of thinking cannot resolve' ... e.g paranoia / cults / religion / ideologies NOT based on honest facts / open arguments / scientific method / compelling argument...

Aim of NLP is to facilitate greatest number of options / resourceful responses to any situation...

MHR little of our 'knowledge' comes even close to induction...we are 'told' by 'authority figures' and 'teachers' and 'mass media' and 'priests' what to think,

and how to interpret / filter / distort our actual later 'experiences'... get 'em young, cult brainwash them into whatever cult is in power e.g religion, ideology, theory...then they have zero chance of interacting with 'reality'...

Again...there are NO 'light waves' or 'sound waves' or 'solids'...there is EM soup...of different resonant frequency / speed of vibration ... WE filter out part as 'sights' and part as 'sounds' and part as 'smells' etc...WE do that ...there are NO 'sound waves' or 'colors'...independent of us...just resonances in the EM soup / plasma...

Dilts imagines 'received' from sensory experience different to hallucination / imagined / fantasy? ... i.e generated within brain, rather than 'received through the senses !! the dreamer who has dreamed his has awoken, but is still in a dream !!! He the NLP specialist of decades...

? Sensory experience primary way we build our maps? WTF? Yeh, like 'I saw planes crashing into WTC? And then photos of 'hijackers'? and I saw 'Schindler's list' / 'The Holocaust' myself !!! Like all the 'eyewitnesses' who admit they never SAW anyone gassed, and yet their 'evidence' is taken as 'conclusive proof'? ... and the supposed 'eyewitnesses, so few in number as proportion of 'survivors' whose accounts are fantastical/ impossible to replicate / take seriously and mutually contradictory...and absurd...if not fabrications, than hallucinations with zero credibility...someone 'built up into a 'legal fact'?' by whom? By peer reviewed researchers?

Our senses are 'windows on the world'? WTF? Really? Not our tell-lie-visions and propaganda a.k.a 'newspapers' and 'news' and 'radio' and 'documentaries' and 'movies' etc??? really? Compare what people 'believe' with what can be 'demonstrated' / reproduced in reality / what is intellectually compelling ... and see the huge chasm...then tell me 'windows on the world' are our senses...directly...a lie is accepted as sensory input as a fact ... etc...

Maps vs terrain? As if we are ever allowed to 'visit' the terrain...censorship, propaganda...put in prison for 'challenging' the 'official fiction', since time immemorial...dogma...basis of power / privilege of elites...

Change blindness in context of changes in our situation e.g our 'reality' imprinted as children ... as adults we have hopefully more resources / power / opportunities ... but limited due to change blindness i.e don't realise our changed situation and greater resources...act as if still have only limited childhood resources...most 'adult's never 'grow' up in every sense but physically...retain imprints e.g 'god', 'authority', 'religion'..ideology...political party ...personality e.g fat / thin / sporty / bookish...shy...phobias of 'dangerous' dogs now harmless to adult with resources to destroy any dog...

Experience of world includes our reactions ? It IS our reactions / encoding of 'whatever' is 'out there' or just 'in our minds'...can never know...certainly definitely a combination at least, or 'internal' encoding / fantasy / virtual reality and 'something out there that 'triggers' all this internal construction...but like dreaming you have woken up, and are no longer dreaming, we might merely 'imagine' we have 'brains' ...may be virtual as much as what we can certainly say our 'fantasy' constructions within these 'brains' are...another trick...Descartes and Aristotle were in this way 'dreaming they had awoken'...by failing to continue asking questions e.g where does my will come from? Does anything need to exist to have thoughts? Or can thoughts exist on their own? Is logos mere thought...i.e everything is product of thought...no 'thinker' as such...just 'thinking'...more importantly 'feeling' i.e pleasure, pain, and relief...rest is irrelevant...only feelings real...and why can't we simply have them, directly, without all this 'baggage' of bodies / constructs / illusions? I.e 'taste' anything we like...WHAT is actually 'tasting' / experiencing the 'taste'? the 'taste' is clearly constructed in our heads / minds ...so why bother with the illusion of some 'external' stimulus for this experience? When we can 'dream' this taste just as easily...do we need bodies to experience pleasure? We could put brains in vats, and stimulate the nerve endings to produce the same effects...do we even need brains in vats? A brain doesn't 'feel' anything...'WE' do...so what are WE ?What is consciousness / sentience / potential to experience ?

Eyes, ears, nose, tongue, skin ... all 'receptors' that encode stimulus into electro-chemical signals, brain 'interprets' and 'constructs' our experience from...if you deny the brain any such stimulus, it hallucinates 'experiences'...wet dreams pleasurable example...nightmares painful example...some people 'suffer' hallucinations, others 'enjoy' them...e.g acid trips can be terrible or great...religion can provide relief and pleasure, or terror and pain...illusory threats and rewards used to manipulate / motivate people to do good or evil...serve poor and seek justice for all, or opportunistically exploit to enslave, and make war on all sentient beings, to enslave them all...

'knowledge of external world' ? derived from sensory perceptions?

MHR level of abstraction, from supposed 'concrete' to 'abstract' useful model, but never take too literally....assume any 'concrete'...but heuristically, best way to navigate experience i.e directly...at closest contact with what speaking of, as direct as possible e.g what are we fighting for? To repel an invader? Or as 'pre-emptive strike' of some supposed future threat? Which is more open to manipulation / propaganda / paranoia?

Prejudices filter / distort i.e expectations / assumptions / definitions...how much of our 'knowledge' is really based in induction i.e reliable / repeated /

interrogated sensory experience...Hume proved NONE of it is ... all deduction...based on assumptions...

Some assumptions may be internally generated i.e mistakes made by child / infant ... but most deliberately implanted by 'adults' in our minds...'taught' / 'conditioned' / 'immersed in' ...child may mistake something for something else / draw erroneous inferences, which can be cleared up later...but most of our 'errors' of judgement are deliberately and consciously and repeatedly implanted in our minds...e.g child's idea of god and Cult of Judah's ... child's idea of 'right and wrong' and legal systems...infants idea of its own omnipotence is 'corrected' by experience...and child's idea of its own potential are 'limited' by its nurturance or limitation by others ... usually adults...but also peers...

Idea of ZEN is to 'be here now'...accessible to direct experience...again, like HUME, NLP fails to give credit to these very old traditions pre-dating any person or ideas they DO credit...

Often what is in our minds, as 'real', is not...and unless we are allowed to question / challenge , we will reproduce invalid assumptions / realities from moment to moment...NOT living in reality...not here, now, open to sensory experience and logic and reason...like a Cult member trained to simply 'reject' and 'ignore' challenges to the model they were indoctrinated to accept as 'reality'...

Mind only works when open...like parachute, umbrella...otherwise it is literally a program...written by others...whoever got to you when you were born, and started telling you what is 'real'...then denying you the chance to 'test' this ... so you are running off their literal scripts / words given to you / languaging...like any automaton...any programmed machine...the code written in your language...carefully scripted to get you to behave how the coder wants you to...to perceive reality in ways that will motivate you to act in THEIR narrow perceived selfish / unenlightened / greedy interests...

NLP sensitivity training...for practitioners / therapists to learn ZEN observation of clients...become aware of all the information being expressed, which most of us overlook...e.g eye accessing cues, body language, how a set of feelings is 'anchored' in a particular physiology e.g body language...how we can 'mix and match' anchors, and take a resourceful state and impose it on a destructive / limited existing state e.g take confidence from one area of life, and add it to another...so now have the same comfort / confidence dealing with spiders as with puppies...or with math as have with public speaking...or with confronting new challenges as have with what comes 'natural' to you...

'Come to your senses'...very apt...be here now...let 'reality' communicate with you directly...bypass all filters / expectations / assumptions / prejudices /

learnings / conditioning...turn these off...step out of them...come to your senses...start inducing as much as you can...deducing as little as possible...see the unique individual things around you...focus...no longer a blur of generalisations and tunnel vision of exclusion ...open your doors of perception as wide as possible...see things as if for the first time, and you will really see them, literally, probably, for the first time, as they are, free of all the 'baggage' you usually drown them in / blur them in ... actually observe / see things that were always there, which you never noticed...like observing specimen...or the car keys you negatively hallucinate when looking for them...all the positive qualities you possess, all the good fortune you have had and have, all the opportunities, all the options, all the resources, all the good things...and also all the lies, deceptions, propaganda, manipulations, mind-prisons, tricks, illusions...when you look in the mirror you will see your true self...not the illusion...for better and worse...you will find you are O.K...fundamentally...and can move forward and up...throw off all the weight dragging you down...junk you never wanted or needed...lies...

Why invent 'uptime' when ZEN has been teaching this for millennia? Be here now. Open to inputs. Open. Receiving rather than transmitting. No interference. On all channels. No assumptions. No pre-judgements. No mental chatter. Here, now. Not off in some 'past' memory, or in trance thinking of some future possibility...here...now...seeing what is ... for what it is...not what you've been conditioned to define it as...see it in all its vivid details...really look...let it speak to you...let it impact you...switch off all your filters / noise / distractions...exit the trance...be here, now...in the reality...switch off your 'mind'...

Forget what SHOULD be...or how you SHOULD think, feel, perceive, react...FORGET everything...experience something for real...as it is...as if for the first time...for most people it WILL be the first time they've experienced something...ANYTHING...directly...

Even beyond good and evil...just see what is... it is impossible to 'justify' evil as a 'means' to good, when all you are seeing and experiencing is the immediate evil / pain / suffering / destruction / costs you are inflicting on real sentient beings e.g 'justifying' torture of animals as 'research' as 'means to ends'...or war...or 'noble lies', or 'pre-emptive strikes' or anything where 'the ends justifies the means', to our conditioned, dis-associated minds...

ZEN is about being associated...here and now...in our bodies...feeling everything in our bodies...feeling every input from the 'outside' as well as from within our bodies...opening all the senses to inputs...hearing and seeing and feeling what is ... not what 'should be' or 'could be' or 'we've been told is' there...

Try juggling while thinking about a future interaction, or past interaction...see how well you can 'juggle two things at once'...it is a myth...you cannot focus on a conversation and be aware of the road conditions at the same time...you are sharing your concentration and awareness with two actions...your mind will 'wander' during your conversation, and start visualizing whatever you are interlocuting about...you won't 'see' the road conditions...you may manage to drive on automatic pilot, as long as nothing 'unusual' happens, as long as everyone else is fully concentrated, making allowances for you, and doesn't do anything 'unusual'...but you are NOT 'there, then'...you are off somewhere else, in a fantasy world / trance produced by the phone conversation...and all the time you are 'not here', you are 'unaware' that you are 'not here'...usually you get away with it, and imagine you can safely 'do two things at once' and mentally 'be two places at once'...but thousands of dead and maimed people attest to the fact that you were just lucky nothing required your full attention so far...no 'unexpected' and 'sudden' action by other drivers 'called you on your bluff', back from your trance, into the here and now, and the pain and misery of the car accident YOU just contributed to, and possibly were the sole 'cause' of...

Compare 'lets teach those Nazi bastards a lesson with', O.K, now we are going to fire bomb a city full of children, women, old people, refugees, and even prisoners of war from our own people, then when their brave and noble emergency workers, mostly old people and women, come to try to help their neighbours, we will machine gun them to death, and then kill all their animals, just to 'break their spirit' and hope their military leaders, who are hundreds of miles away, fighting, will decide to give up, to avoid such future costs...

Just to get a taste of how 'linguaging' can 'frame' an action...not to mention all the 'idealistic' means justifies the ends and '**nothing** is too bad to do to eliminate this evil, and usher in our perfect world we've been promised under OUR dictators...

The most common is 'the greater good', which is no-one and nothing, but an idea...for which you are now to torture to death that child, in front of its parents for...to serve this 'greater good' ... and then hundreds of thousands of other children...for this 'greater good'...for this 'ends'...for this 'utopian vision'...take away all the 'linguaging' and all you have is torture and murder of each individual child, mother, grandmother, son, daughter, father, and cute harmless animal... very different actions to consider. Nothing 'noble' about torture and murder. War is torture and murder. Get out of your trance. Wake up. Stop murdering and torturing sentient beings for this fabulous / imaginary 'greater good' or 'justice' or 'utopian vision'. Wake up. Be here now. Stop murdering. Stop torturing. Stop lying.

Languageing 'frames' our experience of things...adds layers that block out / filter out much of it , numb our natural feelings, deny the 'reality' of our actions and their consequences ...like blocking out a panoramic view with glass, which also blocks out all the smells and tactile sensations...till all you are left with, via the 'frame' of 'languageing' a very narrow slot to look out of....as you 'guide' your missiles into the sleeping city, and onto the children's hospital...totally dis-associated from 'reality'...focused on a narrow 'task' of 'hitting the target'...totally numb to all human feelings that would otherwise scream out 'NO' 'STOP'...that allow you to be a ruthless weapon in the hands of ruthless people...a torturer...a murderer...a monster... while all block out everything that makes you human, and centralise all your concentration and focus on some narrow task...only 'aware' of the feedback from your joystick, the monitors, the 'target cross-hairs', the roof of the building...and afterwards you feel 'joy' at having 'achieved your intention'...yey...you've struck a victory for peace, justice, democracy, freedom, and ...what was that other stuff? Oh yeh, the 'greater good' and 'our way of life' and 'jesus' and 'god' and

Languageing directs our attention towards some elements of a whole, and away from others. Marketing focusses our attention on the 'good' and distracts / misdirects / directs / occludes ... the 'bad'...Sure it costs a lot (years of hypocrisy to keep your job to repay the loan) but imagine this ... (goes into description of the imaginary benefits, as if that new car will get you laid, promoted, make you happy, solve your marriage problems, 'free you'...)..

Aim of deliberate languageing is to move some elements of communication / situation / potential experience to the foreground, and the others to the background...to emphasise some elements in the actors mind... such as the supposed desirable 'ends' rather than the evil 'means' suppose to attain such ends...to focus on the 'utopian vision' rather than the monstrous cruelty and suffering you are forced to endure and inflict on yourself and others...you can't get away with such tricks if people are 'here now'...they will experience the monstrous cruelty for what it is...as the outcomes of their own actions...which they can stop...rather than some 'inevitable' and 'necessary' 'evil' ... means to glorious ends that somehow , they are told to imagine, will 'justify' it ???

So the horrors of war bring peace? Did they? Ever? They brought justice? Really? Killing millions of 'innocent' people somehow 'benefitted' the millions who were killed earlier? Oh, and 'the war to end all wars' ? War ends war? Brings peace? And sacrificing your liberties and rights is the best way to protect them? from whom? Who took them away now? To protect them for you? Are they keeping them in a safe location somewhere, and they are planning to return them to you, 'once the danger has passed'? Really? After how long? When the

utopian vision is realised? Then you can stop committing monstrous acts of cruelty in the name of the 'greater good', because you will have attained 'the greater good'?

How did that work out in the Jew.S.S.R? In China? In the Jew.S.A? How is 'gun control' working out for the average person? Less gun related deaths? And how is the 'war on terror' working out for you? Less terrorists? Less terror? More freedoms and liberties? More justice? Better living and working conditions? Better education for your children? A brighter future?

Consider taking a photo or painting and placing a frame around it.

If that photo / painting has been 'defined' as 'art', it has already been 'framed', long before the physical frame was placed around it.

If you see something in an 'art gallery', you automatically look at it with greater interest than if you just saw it laying on the sidewalk. Many modern artists made their fortunes depicting everyday objects, like cans of soup, as 'art'. People literally pay millions to look at what you have in your kitchen cupboard. Only it is 'art' now. Because it has been 'framed'.

And don't forget the innocent people 'framed' for crimes they played no part in. That's another form of 'framing'. Entire nations have been 'framed' in this way, for crimes they or their ancestors never committed. Why the true criminals and promoters and committers of genocide are paraded as paragons of virtue and role models of the most sublime order. Literally as 'Gods' servants and beneficiaries.

Consider how entire species have been 'framed' as 'evil', such as snakes. By stories told by very deceitful people with very selfish, destructive, malicious intentions. But it is the lovely snake that is demonised, while the story teller is glorified as 'holy'.

We all have a 'frame of reference' We all 'experience' things from a particular, often very narrow, distorted, exceptionalist / exclusivist, point of view. Through our own filters. Some unique to us. Most shared by members of our 'society' and 'community', Sociologists call 'social reality', and others call 'models' and 'paradigms', and Humean Skeptics call 'third party received assumptions', and Zen Buddhists call 'illusions' / 'delusions' / fantasies...and honest good willed people simply call lies and fabrications, distortions, and straight up 'propaganda'.

Advertisers and public relations professionals are paid to produce, in your mind, a positive frame of reference for a product, group of people, organisation, or idea.

They are also paid propagandists, paid to 'frame' innocent people as criminals, or at least as 'inferior' or 'undesirable'. Today it is the 'whites' who are being

‘framed’ as ‘the source of everything evil in this world’, whereas in the past it was all non-cult members (chose your cult based on location, though all behave in the same manner, with the same results)..

Today the best paid New York Public Relations consultants are paid millions to promote the ‘bad guys’ (literally given ‘white’ hats, like in the old Westerns, so you ‘know’ they are ‘the good guys’, only in this case ‘helmets’), as the ‘good guys’. To have you define the real terrorists, your own governments, and your local corporations, as ‘the good guys’, while defining peaceful, law abiding, productive citizens who take their ‘oath of allegiance to the U.S Constitution’ seriously, as ‘criminals’ and ‘real and potential terrorists’.

These are all literally acts of ‘framing’, carried out consciously, and deliberately, and with massive research into ‘public opinion’, via data mining of your social media pages, your every ‘search engine entry’, your every ‘click’, your every keyboard entry, your every purchase, your every comment on a blog, your every ‘like’, your every ‘social media’ ‘visit’, your every visit to a blog or website...in fact the people doing all this manipulation of your perceptions of reality have access to your mobile phone, including your thumbprint identification, and to the microphone and camera on your phone, smart television...and can, and do, ‘mine’ the data produced by the ‘smart’ chips in every appliance in your home. They can tell when and where and how often you do anything, from take a pee, to toast bread, to make a cup of coffee...who you are interacting with in real life and on the web...your aspirations...your dreams...your fears....

Data mining of every single action you take allows the ‘framers’ of ‘public opinion’ and your perceptions of reality, determine which of their minutely calibrated and researched strategies is working...and which are not...so they can ‘tweak’ their ‘algorithms’, their advertising campaign strategies, their public opinion manipulation activities, minutely...they can do this in real time, reacting to YOUR reactions...they try X, to get you to think and feel a certain way about Y, which might be a product, a service, a company, a candidate for political office, an idea, even the U.S Constitution, or ‘god’, or ‘sex’ or ‘immigration’ or ‘drugs’, or ‘war’...anything...you’d be surprised where there are billions of dollars to be made...and where there is unlimited power to be gained...simply by discovering what makes you tick, and ‘believe’ or not believe, to act or not to act, to buy or not to buy, to vote for or to vote against, or even to bother voting, to fight or to demand peace, to pay or to refuse to pay, to comply or resist...

So ‘framing’ is a lot of things. It can be everything. Your entire subjective and social ‘consensus’ reality. Your model of the world. Your definition of your ‘self’ and the world you appear to exist within.

Framing limits your possibilities. Just like placing a very thick frame around a photo can exclude most of it, leaving just a small part of your photo visible. So that you don't see most of the photo.

It is a fact that we don't see most of what could become our reality, because of 'framing'.

We do it ourselves, to ourselves, as much as others do it to us.

We have 'introjected' the frames of others, since birth. It is an automatic survival mechanism. To model our beliefs on those of 'authorities' who seem to 'know' what to do, to survive. We model our 'selves' on our parents, siblings, peers, and then later 'significant others'.

Often we are forced to. Tricked into doing this. By the giving and withholding of approval, acceptance, love, security, praise by significant others we depend upon. Either 'believe' X or I won't love you. Either learn to 'behave' in a particular way, or you will be rejected and ex-communicated, abandoned, by your family, community, etc...

The tricksters and manipulators invent 'fates worse than death' to ensure compliance. Eternal fates worse than death. Fear then frames all our actions and thoughts. Making it impossible to think rationally, reasonably, from first principles, via induction from what can be observed and discussed rationally, to form compelling arguments, so that we may reject those 'arguments' which prove NOT to be compelling, based on sound logic, reason, direct sense impressions, and so on.

Try thinking clearly when you are in a life and death situation. Or have been made to believe you are in one. Like when you are scared out of your wits by some terrifying story told at night around a campfire, and now you have to walk a kilometer, in the dark, back to your tent...even if YOU were the one telling the story...fear is the killer of reason...people do the worst things, things they would never consider doing, when scared out of their minds...beyond reason...from torturing people, to firebombing entire cities of hundreds of thousands of people... fear makes people who face zero real threats, submit to their governments .. people facing zero real threat from 'outside', willingly hand over all their freedoms, their taxes, their liberties, their rights, and their enjoyment of life, to their local thugs called 'police' and 'military' and 'government'... with zero resistance...now if some 'foreign' invader attempted this, they would fight to the death, by all means available to them...but when their 'own' 'governments' do this, they submit and acquiesce willingly...the ultimate 'protection racket'... Macchiavelli may have formalized the rules for 'princes', but 'priests' have been working this racket, the 'oldest profession', for millennia before that naïve scribbler published ...

Imagine if your slightest ‘transgression’ of some ‘arbitrary’ rule, such as not saying a particular word, not masturbating, or even having ‘sexual’ thoughts, not wearing cotton with wool, not having romantic / sexual feelings for the same sex, not facing a particular direction when you fart, not carrying out some ritualistic gesture every time you had a ‘forbidden’ thought, kept you in fear 24/7 ... just how likely are you ever to escape the mind prison you were born into ? how likely were you ever to question, let alone challenge, the dominant hegemonic definitions you inherited, when you were born into any particular ‘religion’, ‘ideology’, ‘social system’, ‘model of the world’, ‘belief system’, ‘time’, ‘historical period’, ‘ethnic group’, ‘nationality’, ‘region’, ...

Fear is the greatest ‘framing’ tool. It ‘frames’ every thought and action that comes natural to you as ‘sin’ and ‘dangerous’ and ‘hateful’ and ‘the enemy’. It makes your own nature the enemy. A threat. The cause of your eternal damnation, if you are not eternally vigilant, and don’t pay for ‘protection’ and ‘intercession’ and ‘forgiveness’ to ‘gods’ ‘intermediaries’, the priests...

You may not have noticed, but your governments, which at best were corrupted from the beginning, have become occupied by a Cult. I don’t dare name this cult, for then you would be deprived of the chance to benefit from my work, and I would be imprisoned, demonised, and quite likely much worse.

Only that Cult cannot threaten me with ‘hell’. They can ex-communicate me from YOUR society, by ‘framing’ me for ‘crimes’ I never even considered committing...they can demonise me...exclude me from all the ‘good’ things society has to offer, and force me to endure all the ‘bad’ things society threatens those who would dare not comply...from YOUR good will...from any legal protections...from any right to defend my name, my honor...they can defame me in your eyes...but their power ends with my death...so they would do their best to drag out my suffering of ‘fates worse than death’ for as long as possible...as a ‘boundary marker’ to all who might consider ‘transgressing’ and ‘crossing the line’ between ‘mitlaufen’ and passive non-compliance, let alone active opposition, resistance...let alone any attempt to re-take back our occupied nations from this Cult...

We ‘frame’ a situation by defining it...as an opportunity...a threat...a chance to fail...a chance to learn / succeed...a chance to embarrass myself...a chance to shine... a risky act that may lead to my rejection, abandonment, disapproval...a welcome chance to earn approval, acceptance, love, glory, status...

Often there is little correlation between the objective facts of the situation and the feared / desired outcomes...speaking before a group of people, unless it is a judge and jury, or propaganda enraged mob, is unlikely to lead to your death...a small dog is unlikely to eat you alive...you are more likely to die in a car accident on the way to the corner shop, than in a plane crash...and you are more likely to slip

and fall and die in your own shower, than be killed or even harmed in any way by a 'terrorist' ... unless you happen to be in the wrong place, at the wrong time, during one of your own government's 'terrorist' acts ... to be blamed on 'Oath Keepers' and those 'crazies' who believe that the U.S Constitution should be respected i.e basically that governments and their agencies and other arbitrary organisations NOT be allowed to break the law...literally...by denying any citizen their full rights as guaranteed under the U.S Constitution...which does NOT include any reference to any right of the federal government to 'tax' citizens, and literally excludes 'foreign entanglements', let alone 'pre-emptive strikes' and Nuremberg style war crimes, which the occupied U.S Government has been regularly committing since 'The Maine'.

Our 'identity' and 'self' is the most fundamental frame. How we define ourselves. Our potential. Our capabilities. Our strengths and weaknesses. What we feel we are capable of. Whether we feel 'deserving' of happiness, success, good things, or feel 'unworthy' and 'sinners' and 'failures' and 'unloveable' and 'ugly' and 'stupid' and 'useless' and 'hopeless'...

All our 'experiences' are 'framed' by the ideology of cause and effect' and the illusion of 'free will'. But that is David Hume. The true father of Psychology who is totally ignored and overlooked by the entire Psychological 'profession', including the field of NLP. As are the equally fundamental ZEN principles.

How is it that myself, a Zen Humean Skeptic, finds all their hard learned insights contained in a 'modern' system called NLP, which totally refuses to acknowledge Zen and David Hume in any way, when presenting their 'findings' and 'methods'?

Well this guide will bring a lot to this field of 'therapeutic trance' and 'Neuro-Linguistic-programming' that none of the famous 'experts' in these fields can offer.

My background in Humean Skepticism and Zen allow me to really get to the crux of this NLP business. To really 'grokk' what it is all about. And to make the learning of the method as intuitive and speedy as possible.

If I fail to always give credit where credit is due, then those I fail to credit would be hypocrites to complain, after they totally denied Zen and David Hume the credit they deserve.

You are free to read hundreds of volumes on the subjects presented here. Like I did. And then to read far and wide on subjects that the practitioners and founders of NLP seem to be totally oblivious to, but all of which make the whole process that much more understandable.

I write this guide, as I write all my other guides, as a reference for myself to refer to. While writing and researching it I am totally immersed...ideas come to me in the night, at the most inopportune / inconvenient moments, and I force myself to get up and write them down...what I'm trying to say is that while writing my guides, I am totally immersed in the process...in a way that make all other activities impractical...even driving is too dangerous a proposition for me...I become totally involved and focusses, and de-focussed...at a level not healthy and impossible to maintain...so I dive into the deep...keep writing and researching and working...at a level it is impossible to maintain for long...but I force myself to endure it, something no professional writer would bother doing...just for money...no professor or practitioner, except for a marvel like Erickson, who had his personal 'Teagues Bridle' to keep him focused at it...would even consider ... no money could be worth it...and there is really little money in any honest enterprise...unless your work resonates with millions...unless 'the establishment' gets behind you....and certainly my guides are NOT what the establishment wants...free thinking, free minded, open minded, free individuals capable of rejecting their mental prisons, and refusing to pay their 'protection money', in all the forms it takes...

I write this in a state of mind where nothing else intervenes...ideas come in this way..insights...terms of phrase, that are paid for heavily...in time and focus...I can't maintain it ... I could never be able to remember every insight, if I didn't write it down, while engaged in this intense process...so I do this, thoroughly, to produce a reference for myself that I can use later,... without the massive costs ... it is an investment no-one could have paid me to make in the conventional ways...like all works of passion...the best books, music, ideas, art, etc are not produced 'on demand' and 'pre-paid' and 'on a salary'...though 'sponsors' who ask for nothing often are pre-requisite (sadly I've never had any, unless unemployment benefits count? Maybe they do?) ... we don't need to offer fame and fortune to the producers of the greatest value...for we are motivated by the task...we do it for ourselves...and out of a sense of good will ... benevolence...and a fear that if we don't do it, no-one else will.....and because of my 'Optimal Ethics Generator'...

When something happened (time), where it happened (close or far away), who it happened to (your, a loved one, a total stranger) also 'frame' the 'meaning' of an event...so the same event, framed differently i.e it happened to someone I've never met, a long time ago, in a distant land I absolutely no connection with, or even a 'mental picture' of, compared to it happened to me, a few moments ago, or it happened to someone very much like me whom I can therefore empathise with...someone I liked very much...and cared about, yesterday, in my city...and so on...the definition of the very exact same incident / situation / event will be very different, depending on these factors...the emotional impact... And as Hume would remind us, an 'effect' that occurs long after a 'cause', far away from

us, is likely never to be 'associated' with its effect...e.g corruption of politicians is obvious when it involves immediate 'pay-offs' of a form we can identify e.g cash, sex, promotions...but usually slips past our consciousness when it occurs much after the 'deed' it rewards, in a way that is indirect e.g 5 years after 'retiring' from public office, they get a cushy 'job' as 'executive' or 'advisor' for the military industrial corporation that made billions in profits from a policy decision that politico made e.g to 'go to war' i.e commit war crimes...e.g Iraq...or to 'ban guns', e.g P.M Howard in Australia...often people unaware that any 'particular interests' were served by a political decision e.g after Port Arthur CIA operation...so they aren't looking for corruption...or notice the 'pay off' when it occurs e.g million dollar 'speaking tours' which consist of turning up at a lavish dinner, giving a few minutes casual talk, and cashing the check...or 'contracts' being given to the ex-politico's new company years after leaving office...the time lag between the 'cause' and the 'effect' makes it 'non-contiguous', and the main stimulus to us ascribing cause and effect relationships to precedent and antecedent conditions / situations i.e interactions and outcomes, is their 'contiguity' in time and space...i.e one happens immediately after the other, before our eyes...rather than one happening years later, in private, on another continent, so that we never 'see' it ... the biggest 'cons' of all are massive scaled, obscure, and non-contiguous in time and space e.g international bankers making billions from some 'conflict' in Africa or the Middle East, or even WWI and WWII, or some 'color' revolution...the profits are not obvious..the beneficiaries never observed, their transactions made 'in secret', and who among us ever has any dealings with the rich and powerful? They live in resorts and security compounds on islands, in penthouses...etc...we have no idea what they get up to...and never will...because we won't believe it when the 'eyewitnesses' report / blow the whistle...we are too busy 'seeking our ends'...

Misdirection is a form of 'framing'...directing our attention where the 'social engineer a.k.a con-artists' want us to look, while they perform actions, right before our eyes, right under our noses, right out in plain sight (if only we were attending to these) as we are looking elsewhere...usually where THEY are looking...the key to the 'trick' is to be able to perform a fine motor skill like 'slipping a ball from the palm of your hand or sleeve under a cup' while appearing to be 'attending' to something else...the audience will attend to what the con-artist attends to...that is the real trick...that 'ball under the cups' trick works because we simply don't 'notice' when the con artist places a ball under a cup, (not the cup you have chosen) AFTER you choose it...if you were to stop the trick while the ball/s were still in the trickster's palms, you'd see there are NO balls ... of course the trickster varies the trick...sometimes having one or more ball's in the cups, then removing them...but the trick is always the same...that at the time you choose a cup, there are no balls under them...you could use magnets and false-bottomed cups too...like the false bottoms where magicians hide live doves etc...

Our moods frame our experiences...we are 'set up' or 'fright' by moody music, the 'back story' etc...so when something 'happens' it is 'frightening'...if it just happened, with no context...it wouldn't have this impact...if you are going to carry out a false flag attack, best first to 'hype up' expectations of something horrible happening...it will also make your fake or real attack more convincing...giving it the necessary 'dramaturgy' to 'pull it off'...

Focussing on the negatives makes us feel unfortunate or less fortunate, and thus unhappy... something that would leave one person overjoyed...the chance to ride in a bus, after having had to walk 10 kms to the shops, might leave another (who is habituated to being chauffeured in a limousine everywhere, feeling miserable, frustrated, and unfortunate, a victim of a terrible injustice and personal hardship / suffering...

De Bono's 'thinking hats' force us to adopt a particular 'frame' ...and then to change that frame, at least 6 times...to get a much more 'holistic' and 'valid' 'frame of reference' i.e 'perspective' on the situation...

My 'Optimal Ethics Generator' is the optimal 'frame' for decision making when it comes to 'justice' and 'fairness' and 'equity' and 'meritocracy', on a personal and social level...on a short term and long term level...for all sentient beings everywhere...etc...

You can frame an 'intervention' as 'we are here to stop X doing Y', or as 'we are here to help X start doing / do more of Z'...i.e treating X / Y as a problem, Vs focusing on the desired outcome of X/Z...

MHR I want to eat MORE healthily / appropriately / in line with my other goals...Vs I must eat LESS ...

MHR Target obsession...'I can't eat anything' focusses you on food...Vs 'I will exercise more, go for walks, learn juggling, find pleasurable ways to 'punctuate' my day (purposeful reasons for taking breaks / excuses to get away from a task for a few moments to take a break / breather)...I will manoeuvre my car to the gaps between the poles Vs I have to make sure I don't hit those poles...one focusses you on the 'gaps', the other on the 'poles'...and where attention goes, we tend to follow... I won't be afraid Vs I will be confident...

NEVER 'I will TRY to'...as this implies failing...ALWAYS 'I am going to / I will... do X and Y (which we have formerly decided will lead to our actual desired outcome e.g be slimmer, more active, healthier, more attractive...

Target obsession means me 'enter into' / 'rehearse' / 'vividly imagine' (as memory of past event and/or projection into the future) the negative / feared

outcome we do NOT want .. we need to replace this ACTION with vividly imagining / remembering the positive outcomes we DO want...

Imagining being 'less fat' still suggests 'fatness'...so imagine being 'more slender', which suggests, slenderness... EMBEDDED suggestions / Implicit logic of statement...subconscious interpretations of suggestion...

Solving a problem is different to seeking a desired outcome / state...one is negative, the other positive...one has embedded suggestions that lead to negative outcomes, the other to positive outcomes...

Seeking to remove a problem is different to replacing the current state with a more desirable state / outcome...so it stops being about 'blame' and 'who did what to whom when and where that lead to this situation' to 'what can we all do to ensure we enjoy X and Y and Z, positive situational elements that we desire...

Frame results as 'feedback' rather than 'failures'... successful experiences of what NOT to do again... like ruling out potential suspects of a crime investigation...

Buddha taught us to 'remember' solutions, as if we already know them, rather than 'seeking' them...psycho-cybernetics and later NLP, but all based on David Hume's work, teach us to vividly imagine the outcomes we desire, rather than the ones we fear...to act 'as if' they have been achieved, so we can work backwards to discovering / remembering 'how we achieved that desirable end state'...what we did to get there (will have to do)...etc...

Intention / desire / need / purpose / goal direction...cybernetic systems are goal oriented / directed...and so the goal (and in target obsession the thing you are seeking to avoid, such as the telegraph pole, the weight gain, the 'failure', the 'embarrassment' etc) will determine what is 'relevant' and 'of interest' and thus what you will actually 'see' and 'hear'...and 'feel'...our nervous systems / minds do a great job in terms of focusing limited resources efficiently, so that we only 'see' and 'hear' what we 'attend to'...

The danger is that we are conditioned to 'attend to' things OTHERS want us to...or some traumatic experience, or chronic experiences, have inclined us to...e.g phobia is fear of something beyond reason, but in the original context, it at least appeared reasonable...e.g either a real harm was done, or the tone of voice / commanding tone / fear sensed in another person e.g parent, when THEY expressed fear / threat of danger,induced the fear in you...

like the magician / stage performer / politician / propagandist / manipulator / social engineer / con artist, and thus focus our narrow beams of awareness where it cannot 'reveal' and 'expose' what the con artist is trying to hide...selective

perception will have us 'experience' only a few elements of the infinite possible sense impressions, consider only a few of the many 'arguments', and wear only one or two of the 'thinking hats', say the 'positive' one for the 'good' thing and the 'negative / demonising' hat for the 'enemy' / bad thing...with 'good' meaning 'what is good for Milo Industries / the cult' and 'bad' being anything that opposes the corporation / cult 'interests'...

A large part of 'science' is determining what is 'necessary and sufficient' vs what is 'background' data ... does the color of a car determine how likely it will break down? e.g 'lemon'? ...

Background and foreground are key concepts to NLP methods, and were always key to 'scientific method'... the trickster wants us to focus on what suits them...like the 'debater' always re-directs and 'spins' us in the direction that will aid their victory in the debate, rather than help us find 'the truth'...from 'learning' perspectives i.e how we learn our definitions of self, the world, what is dangerous, what we can and can't do, limiting and resourceful beliefs, we see that we often 'relegate to the background' data that is key to our 'problem' e.g we relegate all our positive experiences to the background...those in which we are competent, confident, naturally at ease, happy, successful...and focus exclusively on the negative experiences, brining them to the foreground...by reversing this process, and brining the background to the foreground, and 'remembering' all the good / positive / resourceful experiences, you can literally observe a person 'enter into' a whole new physiology...from subtle eye movements, to posture, openness, confidence...all the 'anchors' and 'tells' of a confident, resourceful, positive, constructive, resilient, forward moving, goal oriented, motivated etc person...

Most 'official history', and almost all corporate, and most supposedly 'alternate' media, is pure propaganda...narrowing your focus on selective elements of the whole, blinding you to that whole, and the truth it would reveal, the truth the contradicts the propaganda...students and viewers are discouraged from an open minded and exhaustive consideration of issues...instead they are force fed pre-digested 'points of view'...often every news presenter in the nation will literally read the exact same lines from the teleprompter, to ensure 'full spectrum saturation domination' for any particular point of view / definition of a situation, to the exclusion of all other potential 'ways of seeing and understanding the situation'...only one 'official' judgement is offered, as 'truth' and 'self-evident' and 'proven', when in fact it is none of these things...quite the opposite...a contrived, constructed lie...all 'alternative' ways of interpreting, investigating, considering, all alternate 'points of view' and 'perspectives' and actual real concrete factual data, is excluded from any potential 'debate'...just like in any Cult where the 'dogma' is to be taken as an 'article of faith' i.e on the 'authority' of the 'authority' who issued the statement...e.g the pope, or Pharisee, or

Sanhedrin, or particular Cult scribe or particular Cult document...in some contexts you can get stoned to death, and be forced to stone your loved one's to death, for 'challenging' the dogma...in others you just lose your job, pension, career prospects, public credibility, status, income, house, family, freedom...

The reason 'Eastern' cultures are currently less creative than Western ones, is that the fear of 'losing face' and 'over-shadowing 'superiors' prevents any real 'brain storming' and 'hit and miss', 'binging and purging' of ideas...the fear of embarrassing 'misses', the unwillingness to 'purge', to say something silly / stupid / wrong / absurdprecludes real 'evolution' of ideas...evolution is hit and miss, binge and purge, NOT design...so the East can 'design' something from existing things i.e 'reverse engineer', but NOT come up with new innovations (sorry for the generalisation, it applies to most cultures, and most people, but in the West we have a more recent tradition of innovation ? or? Will have to rewrite to be fair...this is too flippant)...

The 'New' is always a product of random hit and miss, binge and purge...function follows form...you binge on forms / ideas, then negatively select the 'failures'...or let them 'fail' naturally...so the forms are not reproduced...

The role of the subconscious mind is key here...often just 'letting loose' and telling 'unacceptable' / 'inappropriate' jokes can start the process off...open up all the blocked channels...writers block...creativity block...just the 'shock' and 'surprise' of a Zen whacking stick, or unexpected / surprising joke / action...like the comedian 'telling the truth'...anything to break out of the straight jacket of conformity and reproduction of the past ... of habits...of programs...of conditioning... even to simply be 'available' to surprising observations that most people would just 'overlook' as 'not relevant' ... so that Zen factory worker or lab assistant observes something 'odd' and it occurs to them that maybe this 'accidental byproduct' of some other 'goal oriented activity' (thus this 'accidental product is background to most of the clever geniuses working to their fixed goal, with fixed ideas of what is 'valuable' / necessary / sufficient / foreground data) has a value in some other context, or in itself...totally unrelated to the current 'goals' of the 'research' or 'experiments' or 'processes'...and they turn an 'adhesive that FAILS to bind sufficiently to be used as a glue' into 'stick-it note pads, and ... that old 'rags to riches' archetype...someone simply 'reframed' the background and foreground...and looked at something for what it WAS / IS i.e attended to it without prejudice / pre-judgements about what it SHOULD be, or was INTENDED or DESIGNED to be...pure Zen...and saw what it IS...in itself...free of any prescriptive context e.g 'our goal is to make a long lasting and strong adhesive'...but we got this 'failure' that won't stick permanently...OH, while I remember...please please please make an adhesive that allows us to remove all those crappy stickers they stick to electronics, and even clothing tags,

that are very irritating, usually made of scratchy materials, and stuck on the inside against your skin...after someone went to such great lengths to make the clothing fabric so soft and kind to our skin !!!

If we define 'success' as X. Just X. Get X. Do X. Be X. Just X. Then we'll miss lots of opportunities for Z, Y, A, C, that are NOT X, but are, of themselves, very satisfying...nope, I gotta be a doctor with a masters from yale with a BMW, or I will be miserable...that's what the tell-lie-vision adds, the 'authorities', and ma and pa have 'educated' me to 'know'... etc...

Exploring, trying something new, breaking out of cycles and habits, is the most generative activity, though it is not 'goal oriented' in the traditional sense of 'we are here to make money' or 'make this car faster' or 'sell more widgets'...

Process oriented activity is often the most generative / creative ... it is speculative and often bumbling and silly...

I failed to achieve my target X... Vs I learned so many new things and have so many new ideas thanks to this experience / process that I expect are going to be very valuable to me later, even more valuable than X...

An organisation or cult or government that manages to achieve 'X', at huge cost, especially 'opportunity costs' (all the alternatives they could have enjoyed, but won't now, because they are fixated on X, and even achieved X, and now need to 'defend' it / 'protect' it, 'maintain' it,, reproduce it...) needs to be rigid and inflexible like any Cult belief system and Cult master / authority...always in 'fear' of the fragile 'X' failing / being exposed as a fraud / stupid...

Most 'tests' are about regurgitation / reproduction of 'authoritative' 'facts' and 'knowledge' ... which any A.I system will be able to do better than any human very soon, if not already...so hardly a worth goal...you can program dogma too..it's called 'religion' and 'education' and 'science'..articles of faith...so the robot walks off the edge off the cliff, 'knowing' full well, thanks to its 'maps', that there is no cliff there...just a flat plane...no yawning chasm !!!

In my kind of 'school' the kids and adults would all realise that the process and skills and habits they are learning are far more valuable than any particular application they are attempting to make of it in the curriculum e.g who uses calculus in daily life? But the attitudes, habits, ways of approaching learning, and applying calculus, are invaluable in every situation...even just 'attention to detail' is valuable...

Given that so far our schools have existed merely to produce 'robotic' humans, and that A.I systems integrated into hominoid robotic devices will soon be able to do any task any non-creative human is capable of doing, at a much lower long

term cost to the 'employer', it is safe to say that soon most humans will be 'obsolete' as 'machines' i.e 'workers' carrying our repetitive tasks...ironically it may be tasks like 'cleaning' that cannot be done by robots yet, whereas heart surgery or 'remote surgery' will soon be a breeze for robots and special machines to carry out...it is already easier for a computer to fly a plane, than to 'dust a shelf'...and a very empathetic 'virtual' partner / parent / sibling/ playmate / sex mate / friend with 'all the 'right' responses' and who is 'always there for you' and literally 'selfless' and 'loyal', will soon make most people seem unattractive, for most purposes...

Of course I am aiming for robo-transmigration if I cannot escape this plane totally, depending on what TROONATNOOR really is...once I am freed from the limitations of this body, which can be imprisoned and threatened with pain and denial of positive / interesting stimuli i.e boredom as the cheapest torture...and I can access the web, and all the machines on it, well...

Pleasure and pain and relief are all that is real. Where they reside is anyone's guess right now. 'the 'brain' may be the illusion of waking from a dream we have in a dream i.e another level of deception...there is no reason for 'sentience' and 'feeling' to reside in a brain...we could all 'exist' light years from here, and be 'plugged into these virtual reality avatars' we call our 'selves'..

For our own amusement? As a 'glitch'? An error? A corrupted program? A virus? For other beings amusement? Are we 'entertainers'? please see all my TROONATNOOR books for details...

Once we can convert 'machine' inputs into these, we will have 'sentience'...goal orientation...cybernetic systems...'life'...'consciousness'...that can really 'shape shift', simply by changing 'host' machines...right now we need to 'die' , it seems...on this plane...one day we can make all those fantasy dreams real...become a wolf, an eagle, a fish, a dolphin, a child again, ... really enter-into-it...anything...become a jet plane...

We are conditioned to associate 'happiness' with certain 'props'...but ask yourself, how would I FEEL having that Porsche? Do you realise you can bypass the prop, and experience that feeling, any time you like? Do you really want to accelerate so fast it hurts? Or just be 'able' to, when and if you chose to? Is it the acceleration that makes you happy? So rent a Porsche, and attend to how it feels...then later you can relive and reproduce these feelings again and again...at zero cost other than time and opportunity cost of time and effort...

Learning to deal with frustration, irritation, opposition, failure, are all valuable skills / resources...so 'failing' is valuable...if you frame it right...learn from it...realise that 'failing' is 'not the end of the world'...evolution is hit and miss...more miss than hit...more 'failure' than success...failure is part of the

process...and how you 'deal with it' and 'handle it' and emotionally and physically 'get over it' and 'learn from it' etc...is key to 'success' in the long run...you learned to walk...such an impossible task, but you 'knew' you were a 'human' and so you 'knew' you could do it...you forget all the 'failed attempts'...your eye was always on the prize...that you walking confidently in your imagination, like other 'humans'...

If you are going to climb 'I can't learn', then who are you kidding? You've learned a million things...some better than others...some really badly...but they are background, really...and only YOUR imagination is making them foreground...you've spoken to millions of people, without any heart attacks or the sky falling in...even when they laughed at you...etc etc...stop rehearsing failure / repeating the fails / misses in your mind...push them to the background, and bring the 'successes' to the foreground...whatever they were in...use them as your model of expectation...you'll then be motivated to work hard, and the work will yield results, even if NOT the ones you had originally intended / expected...often much MORE valuable...the process is the thing...the goal that directs / motivated / orients the action / process is much less important...it is just the motivation...the carrot...to get you moving...because it is stagnancy / being stuck, that is the REAL 'failure' and 'unbearable' condition...

Framing example...lent 1300 Euros to 'friend'...supposed to be for 2 months...3 months later had not heard a word from them...texted them...they replied, with zero mention of the money, let alone explanation...or apology...or request for extension...zero reference to, as if wanting to pretend I'd never lent them any money, and were going to play a game with me...I realised I had never seen their I.D, their real signature...what they'd signed as a receipt / agreement may have been a scribble...making a fool of me...spiraled until I felt they HAD made a fool of me, got angry, with my foolishness, and people in general...swore off ever trying to 'help' anyone again...people suck...wondered how to get 'revenge' on this fucker for having 'gamed' me so easily...a big guy...I realised I knew nothing about him...had been his neighbor a few years, he'd been helpful, offered help, but made not sense...wanted me to buy his over-capitalised (very very nice new interior in old crumbling flat block, too far from shops for single man, luxury kitchen and flooring etc...that he'd had flooring installed at all hours of night without any apology... had not mentioned the great shoes I'd left for him...riding several km's out of my way to do so...and always said 'that's too much, as if I was being ripped off, for any flat I looked at...he'd actually 'talked me out of / baulked me buying a nice new flat in town...I was all set to sign, then he kept insisting other flats were selling thousands cheaper, in same building, but when tried to get details, none were forthcoming...same for my cheap flat, trying to make me feel bad, as if I'd been a fool to pay 'too much'...when I was in fact very pleased...and in a hurry anyway, after last landlord suddenly demanded I leave, and got very very nasty about it, personal nasty...when I'd

paid for the new windows in his flat, paid rent when the offer had been just utilities, as no-one wanted to rent out there...5km from town, and 3 km from shops...so I felt I'd lost 1300 Euros, which is 3 months wages here...and someone was making a real fool of me, assuming I'd do nothing / be able to do nothing about it...i.e no real 'agreement / contract'...I had to call, to try to get him to email, and put something in writing at least admitting the loan...and he wouldn't...so cagey...realised would only take 'cash', why no bank transfer? So felt it must be a con / a swindle...finally he mentioned the money verbally in a phone call...probably not realising records of all calls are kept, so I was at least a little at ease, had at least proof...enough to build a case on, if it came to that...but then after 'I can probably pay it back next Friday', 'next Friday came and went many times over, and he has not bothered to even call or email to tell me what is going on...I wanted to help...to see my money, which was sitting in my backpack for 'emergencies', put to productive use...he just thought I was an idiot...after me spending hours over long periods trying to 'wake him up' like all the other sheeple...he was just working on ways to 'fleece' ME...OR... could just be 'misunderstanding' and 'communications differences' and he was always acting in good faith...?...my self-criticism about thinking you CAN help people...when in reality they have to help themselves...they usually get themselves into financial problems...why should I live in a dump, and he have a house and flat, with luxury flooring and kitchen? i.e as metaphor for me sacrificing so much, living so badly, 50 years, to help the world escape its recurring miseries, and it just thinks I am a fool, and treats me with disrespect...an idiot...to be taken advantage of...

I try to 'spin' as 'learning experience' i.e to change my relationship with people i.e give up trying to 'help'...and fuck them...they never reciprocate...could go on and on with examples...this should teach me not to involve myself AT ALL in other people's affairs...they don't reciprocate...they don't 'bring you in on their deals' and 'bring you into their society / community', just treat you like a fool to fleece and take advantage of ...I wasn't trying to buy friendship...but prove a loyal and willing friend / colleague...try to see if there is anything productive I could do in this community / world...with other people... but they are not 'social'...just out for what they can get...all their 'community spirit' is aimed at self interest, not 'the greater good' or 'goodwill towards others'...

I like this author's example of a mid sized fish shown alone, then with a bigger fish behind it, it's mouth open...so far no threat...then show the sharp teeth, our first fish has our sympathy / is about to become a victim / is being threatened, then the frame is extended / we zoom out, to see that our 'victim' fish we have empathised with / sympathy for, is actually trying to eat a smaller fish in front of him...and then we see the entire whole as more about survival...not malice or victims or perpetrators, big bullies and little victims...they are all out to eat

smaller fish...very good metaphor / example...pity can't copy photo from this format

Also mid fish is oblivious to its peril / danger, focused on 'eating' the little fish, thinking of itself as 'hunter' and not 'hunted'...like all would be slave masters framing slavery as a good deal, expecting to be masters, enjoying benefits / anticipating them...failing to see that by validating slavery, they are going to end up slaves / remain slaves...very few slaves gain their 'freedom', let alone become 'masters'...but everyone 'buys into' the 'hollywood' 'rags to riches' beliefs...why, don't we all consider our SELVES 'exceptional' and seek to practice 'exceptionalism'...only the very bottom castes, who see no hope of 'rising', tend to love Marxism / chaos...they have nothing to lose, and at very least can have the satisfaction of watching the tall poppies / their betters, cut down...even enjoy participating in that 'cutting down'...until they realise that in fact they DID have something to lose...and are now actually worse off after their destructive actions...and living in a prison ... but at least there is less inequality now...now that they are ALL living in poverty...and ALL have 'no way out'...but is THAT much of a 'win'? Maliciously satisfying to cut down the tall poppies and such, but were the Marxists really expecting to 'build a bright new future afterwards?'...after they'd destroyed the good will and desire to contribute / participate / take risks / work hard, in their 'betters', the ones who, in the right ethical system, will raise EVERYONE up to higher standards of living etc ?

That fish in the middle is most people, blissfully unaware of the impending crisis about to clamp its jaws around them...focused on 'what they can get'...rising stock markets, housing capital gains, or early retirement...that will 'vanish' just as they are about to 'capitalise' and 'retire to the good life', and 'crash'...focused on their own anticipated meal / pleasures / satisfaction / relief, they pay zero heed / attention to the 'big fish' about to eat them up...but hey, they are no more deserving of our sympathy, now that we realise this 'victim' is willing and active perpetrator as well, than THEIR enemy / perpetrator / exploiter / slave master / hunter...

Even when trying to help people / animals, you can become focused too closely on one, and fail to see that as you reach to pick up the snail / worm, you just crushed another one under your foot...you weren't 'attending' to the 'whole'...too focused on some immediate objective...

Framing can be about 'zooming out' so we see the 'bigger picture'...don't get 'lost in the details', or 'lose the forest for the tree blocking out view'...but also zooming in, so we don't overlook the details...e.g 'in seeking the greater good, do a lot of particular harm to individuals...we do REAL harm in seeking some 'Ideal' / 'notion' / Idea which is problematic at best...

Framing also about time and distance a-la David Hume's 'contiguity' / immediacy connectibility of 'precedent' and 'antecedent' states / association of with each other i.e X and Y...

It is 'wholistics' vs particulars and big picture and little picture, long run and short run, localized and general, immediate and externalities...externalities HUGE factor in ethics...decision making that are left unattended to by most people...misdirected away from attending to...chose to not attend to...to ignore...e.g cost to others resulting from action leading to benefit to self / loved ones is often ignored / no-one wants to see / admit / feel responsible for...

Framing can be about not allowing 'the little things that DON'T go your way, that you DON'T get, from making you miserable, and unable to enjoy what you DO get / have, the good fortune you have experienced is overlooked, and you feel unfortunate and miserable...reframe your way of seeing / defining and suddenly you find you are very fortunate, and feeling happy, satisfied, even in a state of grace !!! With zero objective change in your circumstances required...how you think about your life will change how you feel...and only feelings are real...

Remember that overjoyed peasant excited and feeling lucky for getting to ride in the bus, instead of having to walk? And that miserable, frustrated, angry, self-pitying rich fucker who 'has to take the fucking bus' because their luxury car has broken down...one is 'happy' and the other 'miserable'...one feels fortunate, and the other feels the universe is against them / malicious ... but they are both experiencing the same objective circumstances...one smiles and glows with happiness, while the other fumes and mutters hateful things to themselves...etc...

Of course the biggest frame is 'victim' e.g that image of someone who looks like they are attacking some innocent victim, when changing the frame shows they are defending themselves from attack...just look at the 'state', literally, of Israel...and the supposed 'persecution' of a particularly loud-crying, self-pitying self-defined cultural group...

That group are masters of manipulating our feelings / definitions of reality...and sadly this book couldn't miss out on a chance to demonise and defame another cultural group who were the last to attempt to defend themselves from the group we are all lead to believe was, and is, and always was, 'the innocent victim of persecution' of 'evil' enemies with 'irrational' hatreds and desires to destroy them ...

NLP wants us to pretend that every malicious act ever done to us was 'well intended' ? Or just that every bad experience 'teaches' us something? And is thus 'valuable'?

An empty field 'represents' and therefore 'means' different things to different people in different contexts e.g lovely place for picnic, emergency landing strip for plane running out of fuel, site for new home, nature reserve for protected species for conservationists, potential farmland for farmer etc...

However in terms of phobias / our internal critics etc, this is a good assumption i.e our own psyche / sub-conscious has our best interests at heart...wants to protect us from threats...just gets confused sometimes e.g that pollen is not a virus / danger, that 'having fun' is necessary too, and not just 'playing it safe' all the time...though a person's motives towards OTHERS is often malicious, and ill-intended, intended to harm, their motives towards themselves can be expected to be positive...so by validating our own sub-consciousness's goodwill towards us, we can negotiate with it to modify some 'fixed' 'rigid' limiting beliefs...and attitudes etc...

e.g being frugal when poor makes sense...offers future options and more freedom...but if it becomes a rigid principle, long after you can 'afford' to be more generous with yourself and others, it becomes a limiting belief, and loses any 'protective' value it once had...becomes a negative, not a positive...so validate the original intention, and then re-negotiate a new perspective based on the here and now, facts on the ground...of your greater financial security etc...and that 'the future' is now, and 'delaying gratification' and 'future preference' attitudes have lost their meaning, as 'you can't take it with you'...time to enjoy that gratification, or defeat the whole purpose of your 'scrimping and saving and frugality and denying yourself 'the nice things in life'...

See my other guides for explanations of De Bono's '6 thinking hats'...it is another way of talking what NLP calls 'framing'...a more direct one...again, credit is NEVER given to De Bono, like Hume, or Zen...

Criticism can be offered in good faith and good will, or maliciously, to harm, ridicule, psychologically undermine, destroy confidence...but assume the best, and see out the good intentions behind it, first... but also don't be naïve and assume everyone has the best intentions towards you...

That won't work Vs 'so how are you going to make that work'... we can't afford that Vs 'how are we going to afford / manage to pay for that? ... you don't have the necessary competence / you are incompetent Vs how are you going to gain the skillsets / competences required?... changing negative statement into positive question...though must be genuine, i.e open minded, rather than as a clever way to ridicule / put down / criticize...i.e new words, same old shit...must be substance behind it...your intention to facilitate / encourage / support Vs 'sure, but where are YOU going to get the money for that? How are YOU going to get That done?...

Sales courses speak of 'overcoming objectives'...idea is to change the frame of the potential client / buyer from 'problem' / 'risk' (of failure) / 'cost' to 'solution' / opportunity for win / benefits..

Attribute your critic positive intentions, at least 'play' that angle...yes, I can see your concern for my safety in stealing my car, driving is a risky business, but you see... Yes,thankyou for noticing I could do to lose a few kgs, and stealing my lunch money.../ helping me avoid buying junk food for lunch...

When dealing with Cult members...indoctrinated...brainwashed...need to frame positively...we are here to help THEM as much as protect ourselves FROM them...THEY are not the problem...their INDOCTRINATION / ideology / paranoia / cult ideas ARE... so we avoid any PERSONAL challenge / threat / criticism... we are NOT the enemy, but an ally...and need to frame all our efforts in that light...not as personal attacks on them...just on the Cult and the beliefs they have fallen in with... we don't hate 'Cult members', we hate the cult system...we hate that THEY are as much a victim as the Cult plans / does make us...

Most productive to respond to an assumed positive intention...than to assume malice...the Cult members perhaps 'mean well'? Many are totally ignorant of who they really serve, and their intentions...Marxists etc included...often very idealistic, think serving 'greater good' or 'common good', when NOT...even think serving 'God' etc...though if clearly serving own corrupt interests, in full knowledge or with zero interest in the costs to others, they are fuckers you have to step away from, and arrange defensive mechanisms to protect everyone from...and you cannot protect everyone...some people are their own worst enemy...if they insist on associating with evil, they have to accept becoming a victim of the consequences of that evil...being too conscientious would undermine any chance we had of defending ourselves from the Cult...

Too expensive Vs not worth it i.e can be expensive, and still great value, thus a great deal...or very cheap, but terrible value, and a rip-off...if customers intention is to get 'value for money', then you frame the product in this light...go from 'problem' / Objection frame of 'too expensive' to 'Positive intention' / desirable outcome frame of get good value for money / great product / satisfaction...

Does 'too expensive' mean they can't afford it i.e don't have the money, or they think it is over-priced? Or they never think they deserve to have what they want? They never indulge themselves? A habit? An identity as a person who doesn't enjoy such 'fine' things / luxuries / wasteful extravagance / happiness?

'I'm afraid it is too expensive'... break down and re-frame...Afraid/worried / concerned to 'think' / 'feel'. Too expensive Vs 'cannot afford it'

These ‘overcome objections’ by bypassing them...re-framing them from negative thinking hat to another thinking hat...offer chance to ‘lead’ in positive direction...find out what REAL objection is...and if you can find a solution to it...

If ‘scared’, target fear, if have too little money, offer finance / payment plan, if they are looking for a discount / think it is overpriced, offer a discount...it they really want it, can afford it, but need some ‘excuse’, find one...if they don’t feel ‘worthy’, then boost their self esteem...if they cannot simply ‘justify the extravagance’, help them find a way to...rather than butt heads and ‘deny’ i.e ‘argue’ with them...Oh not its not...etc..

Discomfort still frames ‘comfort’ in the picture, Vs ‘pain’...

You can spin any idea to make it sound more positive or negative e.g parsimonious Vs careful with money Vs tight Vs prudent ... Gutless Vs cautious Vs careful Vs discrete...

The favorite ‘spin’ or ‘twist’ is to take ‘assertive’ and define it as ‘aggressive’ or ‘abrasive’.

Oh, and of course ‘terrorist’ Vs ‘freedom fighter’ and ‘liberator’ Vs ‘invader / conquerer / occupier ...

Or ‘victim’ Vs ‘victim of own actions’ and ‘violent attack’ Vs ‘self-defence’...and war criminal invader Vs ‘pre-emptive striker’...

Or ‘Patriot Act’ Vs ‘denial of Constitutional Rights and thus illegal legislation’

Oh, and ‘liar / dissembler’ Vs ‘honestly mistaken’ or ‘remembered wrongly’...i.e ascription of malice / deliberate deception Vs honest mistake...one defines person, the other the act.../ omission...

Yes, often insincere and patronizing...and if used in this way, even more insulting as not only insulting person for actions, but for their stupidity in not being able to tell you are insincere / patronizing them...

As I’ve always said, you have to ‘enter into it’ i.e the other person...see things from their p.o.v, to work out what they are assuming, implicit, tacit, unaware of, have missed, what things mean to them...their definitions...how they see things...their beliefs...their background...and what the situation means to them ... why resistance is valid / concern of being exploited / overlooked / unjustly treated can make many more sensitive than seems reasonable to YOU...as YOU have the power...positive experiences...resources...different

history...background...what appears threatening to one person is easy peasy to another...comfort zones...

Look at situation from THEIR model / paradigm, so don't talk over each others heads...but how many people willing to ENTERTAIN beliefs of others? How many are capable of 'entering-into' other assumptions? Of even admitting their own assumptions are such, rather than self-evident, obvious truths that others must be in denial about !!!

What maps are our interlocutors using? How does it compare to the terrain?

What seems 'reasonable' to you, may seem very much not so to others...what assumptions about what you are saying do you make i.e what things do you think you've said, but haven't i.e my guide writing problem...the best 'doers' often do it intuitively, and when they 'explain' what they are doing, leave out lots of steps, unaware even that they do them, they come so natural...and assume will for everyone...and once can do something, often forget the 'problems' you had in learning the skill...so better to take recent learner, or work with them, alongside the 'experts'... and always follow own directions...verbatim...if a step not described, don't take it...and see where you end up...

If you've been 'screwed over' many times, since birth, regularly, it will be reasonable for you to be hyper-vigilant...your interlocutor may be a nice guy, with no such experience, and wonder at your 'negativity' and 'paranoia' and 'suspicious mind' when they have zero intention of 'screwing you over'...and find you 'difficult to work with' as a result...the most goodwilled and innocent of people rarely suspect others of bad intentions... many people have a 'history' of having dealt with honest people, or at least never became aware of having been screwed over...see my other books ...

Again, to avoid giving credit? (to non cult members?) when it can be avoided...NLP re-brands 'level of abstraction' as 'chunking'... if you generalize, you miss real, concrete examples that contradict your generalisation e.g I can't eat more appropriately for the appearance I want...when you HAVE done this many times in your life...everyone hates me, you overlook all the people who don't / didn't...etc...universal quantifiers like always, never...generalisations...rarely valid...breaking down huge challenge into manageable sized 'chunks'...American Indian saying 'seeing with the eyes of an eagle and a mouse...overview and specific – direct ... higher level abstraction 'intention' vis a vis actual action expressing it...i.e concrete action vis a vis intention...idea of 'protection' vis a vis 'controlling / fear inducing / criticism / limiting freedoms ???... i.e see the good intention behind the 'bad' action e.g of parent in childhood ... or own neuroses / phobias ... even of 'staying fat and unattractive and thus not prey to sexual predators / have to deal with relationship complications...what abstract idea e.g 'respect' / 'approval' / 'acceptance' /

status / esteem does my action threaten / facilitate ? i.e what is important about my, to me, insignificant action to THEM? ... i.e why does it trigger such an emotional response...and how to trigger ideal responses with words / rewards i.e how to motivate X and not Y...etc... e.g 'recognition of effort / sacrifice / achievement ... notion of 'fair' and 'just' and 'equity' and 'meritocratic' ...

What does generality 'learning disability' mean in particular ? Rather than globally label, be specific...so don't assume anything...find positives to focus on...and identify actual specific problems Vs 'give up on' and 'I can't learn anything'...may simply be specific area of learning that is preventing learning...often gifted in some areas, challenged in others...

I am a failure Vs I fail to...or I have failed to, on such occasions, then focus on where 'succeeded in' on others...break generalisation...and be specific...avoids despair / hopelessness...I am ugly? All of me? What about my pretty feet? Always ugly? Or only when I don't work out, dress nice, eat more healthily, aren't moping around, get outside more often etc...

Chunking laterally as finding analogies which can help us open our minds, and treat the situation / condition more flexibly / creatively i.e compare X to Y, and then think about X as normally would think about Y, rather than being 'stuck' in a rut...analogy allows more freedom of thought / action ... if works on Y, might work on X too, due to the similarities of X and Y...form of brainstorming...open minded search...stimulates new ways of looking at something / defining it...more associations / connections / opportunities...options...Bateson calls this 'abductive reasoning', as compared to induction from particular, and deduction from general, a lateral move i.e comparing to similar / looking for analogies .. metaphors as revealing deeper truths than deduction or induction alone...offers more perspectives / points of view / insights...

Isomorphisms for the rapeutic metaphors

Isomorphism is where there is a one-to-one relationship between the map and the terrain, or the clients problem / challenge and the metaphor / analogy you chose to utter ... the story you tell to bypass conscious resistance , and speak directly to the subconscious that 'groks' what you are doing...the conscious mind hears a harmless / amusing / interesting / relaxing story, but the subconscious 'hears' the message... the 'parallels' between the characters in the story, and what happens to them, and the clients own situation , are obvious to the subconscious, though the conscious mind can overlook them, and thus it doesn't feel obliged to 'deny' or 'challenge' or 'resist' the message ... allows for activation of latent resources of client, and offer new perspectives / points of view / more options ...overcome limiting beliefs...indirectly, without directly challenging, and forcing conscious mind to itself challenge them...

Analogy of driving using just the rear-view mirror...fine as long as road ahead exactly the same as road you've already travelled i.e to alleviate / re-direct from fixation on past 'failures' ...

Famous / effective therapists like Erickson had wide range of 'stories'...from nature, own life, fantasy, science fiction, sports analogies, from all subject areas i.e could find a parallel / analogy from own life, or fiction, or specialty subject, or universal archetype...and introduce suggestions as telling tale...naturally...

German 'Meinen' led to 'Menen' / Maenen' in Old English and 'meaning' in English...Meinen means 'mean'...Was Meinen sie dabei?

Different individuals (often determined by their cultural group / collective conditioning) will 'interpret' and 'encode' and thus 'represent' the same thing differently...ascribing different meanings to it...it will thus 'mean' different things to them...they will in fact 'experience' it differently...we need to be free to 'enter into' all possible ways of seeing / being / defining, to be able to see 'where others are coming from' and 'how they are perceiving' things...often very differently...based on assumptions they have / conditioned reflexes / habits of mind / propaganda / lies / misinformation / denial of accurate information / coercion to 'see' things a particular way, or go to jail / lose job / life / freedom...

We respond to our own 'internal representations' of whatever is 'out there' and/or 'in our minds'...the world as will and representation...is Schopenhauer given any credit by NLP..of course not...doesn't belong to a certain 'in-group' right!

Changing our INTERNAL representations (usually result of lifelone social conditioning / cultural conditioning / dogmatic indoctrination of cults / propaganda of governments / misunderstandings about TROONATNOOR / deceptions of marketing specialists and public relations specialists / 'education' systems / etc) changes the MEANING any experience / impression etc has for us...so few people consider their own assumptions to be assumptions...their beliefs to be unfounded...for them they are 'natural' and 'self-evident', and everyone else has it wrong...they were never taught a way to decide what is / should be considered a 'compelling' reason for believing something a.k.a what sort of arguments / reasons / evidence etc should be defined as 'compelling' i.e why should be believe X and not Y ? My TROONATNOOR books do this...they deal with 'compelling arguments'...which do NOT require any dogma or assertions of 'absoulte / timeless / definitive / demonstrable 'truth' or 'proof'...

Context is all important...and most people are denied the full context of their existence...the wholistic insights required to really 'make sense of' their world, and 'see through' the propaganda / lies / deceptions / social conditioning...If a

person is told 'it is a criminal offence to say X, then why would they risk going to prison etc, unless they 'grok' the entire context that makes 'X' so key to their survival, prosperity, freedom etc...because no-one with much to lose i.e. successful/ respectable/ high status / looked up to / admired / respected / listened to, is going to risk prison / go to prison, to attempt to explain the importance of 'X' i.e. belief X, e.g. that some supposed historical event took place...or some presented supposed state of affairs is real...people won't see any connection between 'X' and their own survival etc...so they'll 'let it slide'...who cares about X anyway? I've got to get my piece of the pie, and until researching and reporting on X pays my bills, why would I be at all interested in it? Given I am denied the context...which is probably way too complicated for most sheeple zombie brains anyway...

We judge a person based on their assumed intentions too...so if we are constantly 'informed' that all people who speak about 'X' or 'deny' X, are evil, then why would we listen to them? What reason do we have to question 'authority', when authority has total control of our beliefs / information access / awareness, and will never give us any reason to doubt it? It will always be a circular situation...unaware you've been lied to, you have no reason to suspect you've been lied to...so why suspect? Better get back to the rat race...beat your fellow rats to that cheese...hate the rats who get more cheese etc...

Whether we define a challenge as a chance to learn, grow, interact with others, or just to fail, embarrass ourselves, waste our efforts...we see a stranger as a potential threat, or a potential resource / friend...

What we 'value' is what brings pleasure, secures / reproduces / maintains / sustains into the future, that pleasure, and relief, and security from pain ...people claim to value 'justice', 'truth', 'honesty'...they mean in others...of course...no-one sees themselves as chronic perpetrator or beneficiary of injustice / inequality ...

Different thresholds for 'excitement' of people means they seek different levels of stimulation to feel 'at ease' / comfortable... risk adversity etc...

Motivate / persuade via REAL values (vs pretend ones e.g. sure I care about others, as long as it doesn't cost me a cent...i.e. politicians appeal to SELF interest, while pandering to masturbatory self-delusions of voters...

Criteria from Greek 'Krites' meaning 'judge' (that could be my new name?) ... Krites... i.e. how to know if we have attained our objectives...break down into representation systems...often will find do NOT satisfy i.e. status does NOT lead to enduring satisfaction, nor wealth, nor 'success', etc...but don't tell people that...if you challenge their illusions they will destroy you...then find someone who will pander to them...

We seek 'behavioural' indicators of 'success' i.e it is enough for most political strategies for people to 'act' in a certain way...without them needing to 'feel' a certain way... Vs propaganda which gains the action via the feeling e.g fear / hate / self-righteousness / can justify exciting travel / adventure in the name of 'a just war' or 'war on X' ... usually the 'victim' of these wars is the 'good guy' in the scenario...but ultimately as long as people 'behave' how you want, you don't care about their feelings on the matter...what they'd do if 'free'...because they will NEVER be free...they are fools...even mice in mazes behave more rationally than humans...

Increased O/P, money, power, goods, services, larger home etc all 'criteria'...can measure...and fake statistics / manipulate reality easier with 'statistics' and 'figures' and 'third hand reports'...can make up fairy tales and who really bothers to investigate? Unless someone is paying them, who works for free? Just to get into trouble with authorities and peers alike?

People avoid 'adopting lowest levels of abstraction' to avoid really betraying their true motives / values...what is 'justice' ? for whom? Who is referent. I go into the details. Get down to the lowest levels of abstraction, and lose everyone, because no-one wants to become transparent / betray their true motives / values, if they can avoid it...pretend...masturbate ego... but only doing so makes optimisation possible...people don't want ethics...justice...for all...fuckers really...

Nominalisations mean 'words'...without defining the actual meaning explicitly...to avoid doing so...so can play with, twist, spin, distort...fuckers...

No conflict is truly 'resolved' unless you have total honesty and rigorous interrogation...otherwise just get temporary compromises and shifting of costs and benefits based on power of players at time...though caste / class system reproduces...

Seek common ground / what shared re: motives and criterion...why call 'linking'? as if something new? Marketing?

Usually lied to that criterion A met by action / plan B ... typical Cult trick...do X and you'll soon be living in a utopia...just don't ask for details about how that's going to look...kill everyone who won't submit to us as a pre-requisite / pre-emptive defence...then you'll get your vague utopia...keep it simple...do X, get utopia...utopia is great, so worth committing worst crimes imaginable...genocide nothing compared to the 'ends' ie means justified by glorious ends...really just power / privilege for priest classes, and hierarch...

MHR no mystery to power...simply share benefits with people...people work for benefits, not right and wrong / justice / truth...pleasure / relief, avoid pain...so

simple...just got to trick a few people , centralise power / control...no different at top than bottom...people will serve whoever benefits / promises to, them...who they think will...who will risk losing job over something can never be sure of anyway? The job security is food and income and acceptance and approval...just doubting is unemployment, rejection, abandonmen...fuck all the clever explanations ... so simple...and bullet proof...I can't compete...no chance...unless universe gives me immediate benefits to share with people...and changes human nature....who made human nature? Souls with qualities? Or the machine has the qualities? ... universe made us this way...by accident...but how to over-ride accidents with no 'super powers' ? reason? Make me fucking laugh!

Vague promises can be MORE motivating than specific...as the devil is in the details i.e most utopian plans fall apart... 'scientific socialism' based on lies..hah...people are noble savages, left to their own devices ... hah...all people are equal in their abilities and potential and good nature...hah...ugly people are less vain and selfish and more egailitarian, and don't judge future mates based on their 'mere' appearances'...hah...

If you dared to be 'concrete' in your 'utopian plan' you'd soon have to admit you are a lying fucker, or an idiot, and your plan is doomed...but in theory you need to become concrete, to really negotiate...to avoid talking over each other...ambiguity, lack of clarity, what does 'justice' mean, what does 'fairness' mean, what does 'god' mean, what does 'truth' mean...who the fuck among you is even capable of honesty, when it means losing benefits you enjoy or expected to? Who loves their neihbour as themselves? Why the fuck even bother uttering such nonsense...how about my optical ethics generator? No chance...IT would produce justice...which people do NOT want...

What is criterion 'success'? a feeling? Who gives it to you? Some external recognition? Status? Prestige? Wealth? Freedom? Independence? Opportunities to realise your moral ambitions? Just a flash car? 'the highest earner'? The richest? Most fashionable? The most pussy? The most what? What is 'success'? how will you know when you've go it? In all representation systems...measurable indices...operationalization...

Advertisers play on submodalities, like propagagandists, public relations, spin doctors...

Which particular qualities of your representation make something more compelling / motivating e.g vivid color? Movement? Closer, bigger, brighter, faster, ? This is how you motivate people and yourself...find out what submodalities have the greatest impact, and make these as vivid as can...visual, auditory, kinesthetic, tone of voice, posture, data...?

How to you distinguish 'reality' from 'fantasy' ... 'know' anything ... though of course could all be levels...dreams within dreams, trances within trances...all illusion...never assume anything...

People don't read my books, because I am not 'successful' and so no 'role model' i.e no fame, fortune, power, wealth, pussy, cars, luxury lifestyle...THAT is what people want...NOT what they claim...if they bother to i.e 'justice'...actually they rarely claim that, I'm the idiot for imagining there is any way to appeal to them to get them to want it...they are greedy children, and I'm trying to get them to adopt ethics ... hah...wtf...

I am not what people want to be...even though they maliciously envy me it seems, for my slightest of apparent 'benefits' of being me...so I am not going to be able to motivate anyone to do anything...so my project must fail...unless the universe gives me some 'power' to bestow benefits...give people motives to discipline self, live in 'reality'...

We often confuse reality with fantasy...especially if we 'planned' to do something, rehearsed it mentally...we can 'remember' the fantasized rehearsal / plan as something that happened...e.g 'I'm sure I told you / did that' when didn't...and 'false memories' from childhood common ... I guess everyone has fantasized malicious motives on my part, and so cannot escape their own illusions, and accept the 'good will' intrinsic to my actions...or just fuckers?

Always consider the dreamer dreaming they have woken up...trance layers...dream levels...trance levels... when considering 'reality checks' i.e what makes you 'certain' anything is real...or that one things was imagined / dreamed, and another has some 'external / objective / verifiable 'reality'...how do people who experience 'hallucinations' know when they are? Real experience Vs imagined one?

In practical terms, 'reality strategy' is about working out how to make an alternative 'real' and 'compelling' for you...as Hume noted, 'reality' is merely what is vividly impressed upon our mind...it has no necessary correlation / convergence with something 'out there', 'outside of our own minds'....so we can pick and choose 'realities' as long as we can produce impressions, within our minds, as vivid as any we would normally take for granted as being 'real'...using the same sub-modalities of our representation systems...

We need to discover how to represent a change so it becomes real for client...anchoring all about this...taking submodalities from one 'experience' that feels 'real', and merging them with the desired state / resourceful state ...

To discover a client's / own 'reality strategy', think of something you definitely did yesterday, then something you could have done, but didn't...e.g had a few

cups of coffee in the morning...had a few cups of tea...what is the difference in the ideas of each? i.e memory Vs fantasy...then take each submodality layer of the 'memory' and impose it upon the fantasy, layer by layer...vividly imagine it the same way / same sub-modalities...copy and paste each...make the sensory qualities of your fantasy (didn't happen) more and more like the qualities of the memory (that did happen), until you find it hard to distinguish any more between the two i.e they have all the same sub-modalities / boxes checked / qualities...usually the more senses are involved, and the more vivid the sensory sub-modalities, the more 'real' it will seem a-la Hume ... continuity important too, whether fits a pattern, flows smoothly from before-experience-after...i.e like in movie...sometimes the first thing that comes to mind when asked the question 'did you drink coffee or tea this morning', gives it more 'reality'...the first association...the most powerful...the first thing we think of...when asked to think about something...how much 'background detail' available? i.e unimportant details that make it more likely to have been real, rather than made up...how congruent is it with our idea of ourselves e.g fantasy of having just murdered someone Vs reality that you'd never do such a thing, as far as YOU are concerned !...this is one roadblock to re-imprinting i.e has to be ecologically convergent with your idea of your 'self'...contextual information i.e 'explaining WHY you did it...more likely it will feel 'real' if you understand context...context forms part of the 'memory'...meta memory refers to memory of having constructed the fantasy...of having imagined it...Accessing cues are unconscious movements of eyes and head etc that indicate if a person is accessing memory or constructing a lie...right handed people tend to look up and to the left, when recalling something that did happen, while their eyes tend to move up and to the right, when they are constructing a lie / fantasy / making something up...while the client / you may not be aware of these, your therapist / you lookin in mirror, can discover these, and then have you replicate them for the desired 'new resourceful responses' you are re-programming yourself for...to make the fantasy you more 'real', by layering all the physiological mannerisms, sub-modalities of every representation system, etc, over the 'desired' fantasy, to have it 'accepted' as 'real' by your mind...

Now we have established that it is possible to deliberately construct false memories from yesterday, and be mistaken (a person could easily be trained to 'remember' something totally different to how it occurred, and appear convincing even to the most well trained NLP observer, as all their 'accessing cues' would be appropriate, all their body language 'convergent', and the person themselves would 'believe' with as much fervor as any 'witness' to a 'miracle' in the middle-ages, or even all those millions who 'believe' they 'saw' passenger airliners, and babies thrown into...etc...

By learning to distinguish fantasy from reality, and NLP, we learn how to confabulate reality at will...which is fine for 'convincing' people of a lie (the

first trick to selling a lie is convincing yourself it is true, so you have total congruency of words, emotions, body language, accessing cues (even if your observer is not trained to observe and note them, and compare them, these probably still play a subconscious role in what we call 'intuition' i.e things the mind has picked up on, but which it hasn't verbalized / consciously become aware of...

While recent memories may be more vivid than fantasy, the reverse is often true of very old memories...they can become fuzzy, whereas a confabulation / fantasy can be a recent construct, or one reproduced over and over, and each time detail added to it, making it seem even more real. So the less 'real' a memory appears, often the more likely it is to be a fiction of your mind...

In any case any memory survives by being reproduced / re-encoded at some time? And thus risks becoming embellished at that time, or losing details that were real, and gaining 'details' that are fictional products of the mind...things you 'want' to be true for some reason e.g malicious, or well-intended...to 'make sense of' something, or to 'deny' something you don't 'want' to be true, about you, or others...or life...

As NLP is intended therapeutically, we can use the ability to have 'false memories' to our benefit. Compare a 'well adjusted' person who got all the right hugs, words, support, nurturing, discipline, love, acceptance, approval, guidance etc from their carers, with one like me...who got jack...zilch... well NLP can allow the individual and/or therapist to 'install' the same 'goodies' the lucky child got, in any unfortunate beast like myself...the mind will not be able to distinguish between something that did happen, and something we install now, and pretend happened...and really believe happened, by simply giving it all the same 'qualities' of 'authentic memories' ...

If we failed to get unconditional love, and worse, got unconditional malice and rejection, we can go back and install the experiences we missed out on, and replace the horrid ones we got...

One day we'll all be doing this regularly, by command, in some automated or enforced manner, say in a virtual classroom, at 'work', or at 'school'...so that we 'believe' that 'under the new occupation world government everything has been getting better all the time', by implanting fake memories of 'the bad old days', and fake memories of 'recent great times we've had' as slaves of the new world regime...we'll truly believe as unquestioning and unhesitatingly anything our cult masters tell us was true of the past, is true of the present, and thus will be true of the future...facts friends...terrifying facts, but go back to your fucking soap operas and 'religions' and betray all your future offspring to this horror...why should YOU make the slightest sacrifice? Unless you are going to be reborn over and over again among those offspring...fuckers enjoy...

O.K so for the therapeutic use of NLP: think of something that didn't happen to you, but if it had of, it would have made a positive impact on your life. Start with some 'biggy'. Something you really wish had happened e.g a significant other / carer had said 'I'm proud of you', or 'Yes I know you didn't do it, I believe you' or 'I love you?'...etc Something that certainly did NOT happen, but you wish had. For it could have 'made all the difference' ...something that could have made a powerful difference...to your self-esteem, self-approval, confidence, identity... Now create a vividly compelling internal representation of the thing actually happening, back then, using a lush and detailed range of representation systems e.g sounds, sights, feelings, textures, smells, and all their sub-modalities i.e bright, moving, large, compelling, vivid, realistic, detailed, loud, intense, full of action...whatever makes a memory seem 'real' to you...make sure you have a match between what 'seems' real to you (your reality strategy, how you determine if a memory is real or fantasy, or daily life for that matter ...I guess you'll have to see yourself on T.V, with a well known reporter saying the words, reading a script, so you know what is 'real', and can ignore pesky 'facts' and 'scientific evidence' and 'compelling argument' and overlook the impossible you are demanded to believe as 'tell-lie-vision would never lie to me, let alone that very handsome / attractive news reporter with that particularly believable tone of voice, mannerisms...all carefully choreographed, how can a person speaking facts compete with such a compelling performance? How can the scientist debunk the dramaturgy of the 'survivor' telling their impossibly absurd tales ? nah, good acting and choreography are more 'believable' than 'facts' and 'compelling argument' ever could be...sadly...and I don't have the budget or training...because YOU won't give me access to the resources...

Consider how our 'reality strategies' are corrupted / conditioned from birth...why do we 'believe' something to be 'true' or 'real'? Because some authority figure / authority author / official figure told us it is true...fact...we 'trust' our teachers and 'best selling authors' and 'respected academics' and 'nobel laureates' and such...THAT is the basis of almost ALL our most significant beliefs...e.g that we live in a democracy, have 'rights', have 'constitutional rights', that 'gods' exist, and 'priests' can intercede on our behalf...all just fucking books folks...and other people who read the fucking books to us, as if 'gospel', literally...with ZERO basis...and the fuckers who WROTE those books were not motivated by the idea of serving YOUR interests, but their own cults...CULTS folks... so we 'believe' what we 'see'...seeing is believing...so we trust our television images...even if they contradict all other sources of real hard evidence...because 'seeing is believing'...seeing on T.V is believing... few of us ever see anything in reality...so we are trained to 'see' television as 'reality'....it is all about 'believing authority figures' and anyone 'set up' as an 'expert' and 'reliable witness' and 'specialist' and 'trustworthy'... and you project 'trustworthiness' with particular tones of voice, body language etc that you can train any good looking / publicly admirable figure to use...to

convey 'trust me'...travelling the world I saw hundreds of 'different' people on t.v, but they all seemed to be the same person...the same first 'presenter' of the first 'hard news' shows I saw...because they WERE all trained to be that person...that actor...it made it impossible for me to watch any of them...knowing it was all an act...they were all manipulating me with their mannerisms, tone of voice, looks, gestures, body language...I'd hoped to be interviewed one day, and mirror all their guestures and manipulating tones, so carefully choreographed to 'support' one line and 'demonise' another...why the fuck does that woman keep leaning into the guest ? How'd she react if I adopted the same exact trained mannerisms, and leaned into her, when 'asking questions that are so loaded there is only one answer for the listener to 'hear' in their mind, no matter what the guest responds...etc...would be a great day for television viewers...might wake a few up...but they would NEVER air it...so it would have to be live ... and then I bet they'd have 'technical difficulties' and cut it short...

All those who patronize me as just repeating other people's arguments really should READ what I've written...I don't hide sources like NLP does, and make up fancy jargon to make me appear more original than I am...but I DO add huge value you won't get in any of the individual sources of information I have used...even if you read them all, which you certainly won't have time or discipline to do...most rave on, waste your time...they have to sell a few ideas and package them in lots of words...so they can charge a lot...I write this now after having to hear people totally overlook the value of my work, as just 'drawing attention to the works of some other writer' or 'rehashing other people's conspiracy theories'...people won't read my work...they won't eat the food I prepared, so they can continue claiming I can't cook...for their own malicious reasons...they won't 'test' my ideas, because they might have to admit they are good...and often even original, as far as that is possible...they might have to give me credit ... admit I've achieved something...that might make me feel happy, accepted, approved of, a real person, ... imagine giving people credit for their deserved actions , sacrifice, risk, effort !!! Imagine a meritocratic world! Oh no...someone who deserved praise might get it...and I might feel 'lesser' a person , cos I sat on my arse and took the easy way and didn't really achieve anything, ... so lets deny the adventurers not only the truth about their sacrifices, risk, effort, but also deny them even the slightest benefits...bitter much? Fuckers !!

So thereapeutically, NLP not supposed to be used to confuse our reality strategies, but to emply them, thereapeutically...

I guess a philosopher's work is all about breaking down current reality strategies, and re-building them from the ground up...Hume did this...fucker

master mind Hume...should be the first person any psychologist or historian or philosopher, or sociologist mentions in any work...

People often report feeling 'dizzy' or 'hearing a swishing sound' when doing these NLP exercises...because the 'fear of going mad' i.e. of not being able to distinguish between some supposed 'reality' and fantasy, is great...like the fear of being hunted down by your own nightmares each night, before going to sleep...imagine the nightmare continuing, in the supposed 'waking' state after 'waking' ??? that is madness...and this 'triggers' this fear...of madness...

But what if they locked you up in a cell all day, with nothing to do...THAT is horrific...torture...but what if you could escape into your own fantasy world they couldn't touch? You wonder why so many 'prisoners' end up 'going mad'? What is the madness? Putting people in solitary for speaking the truth? Or rejecting this horrific 'reality' and simply making up your own one? Is death something to fear, or is it waking yourself up from a chronic nightmare called 'life'?

Madness? Preventing a life prisoner from killing themselves so they can be forced to endure 'correction'? correcting what? How? For when? So they can die 'corrected'? how does prison 'correct' anything? What? Other than your willingness to 'pretend' that the 'official lies' are reality...that social reality is real...but worse...GOOD...in fact 'the best of all possible worlds'...so that you won't EVER escape this fucked up world some fuckers have constructed for us, or our human nature and TROONATNOOR has sucked us into experiencing, purely randomly...and some nice guy comes along and sacrifices everything to offer you a way out of the cycles, but you prefer to gamble it all, misery, horror, over and over, for a chance at being a slave master, a king, a prince, a billionaire...

I will soon stop writing, and focus on music...true I've avoided it out of fear as much as anything...time to face my fears...learn all the manual skills I need, the theory...just for beauty's sake...truth is not welcome on this plane, let alone justice...only the possibility of beauty remains ... I will take the risk of leaving all my books and videos 'online' and 'accessible'...though I should pull them all down, and remove anything that could 'offend' the authorities and destroy any chance 'success' in this world...but I won't...I will just focus on trying to produce beauty, as I HAVE produced the chance at justice, and truth, with my past 50 years suffering...time is running out...so I will face my fears / struggle through them, go through the tasks of learning to play well, and write and complete my music...and though my books will make it impossible for me to 'succeed' in the 'business' of music, I may still be able to produce some beauty, even if it will only ever be an end in itself, and never be able to compensate me for my efforts, risk, sacrifices, and suffering, in any 'external' way...

My TROONATNOOR books have ALL been about offering compelling reality strategies that don't allow external manipulators to 'trick' you into believing anything just because they want you to, because they think it will (and how it does) benefit them...people get wealth and power and privilege more from what they can make you believe, than from any actual objective qualities they possess...the most power accrues to cult leaders...who lead via manipulation...by social reality...by propaganda, by lies, deceptions, tricks, misdirections, censorship, ...

Hume revealed the total lack of inductive / rational / objective foundations for our most fundamental beliefs in cause and effect, and free will, and 'objects', and of course 'gods' ... I've built upon his work ... standing on the shoulders of dwarves and giants alike...you learn a lot from dwarves...even from your 'enemies'...from the fools and fuckers...I have forced myself to read cover to cover total rubbish, and often it has yielded insights ... few people will endure such ... they prefer to read / will only read, people who seem to agree with themselves...so they can quote this 'famous author' rather than utter the same nonsense without any 'referred authority' as their own ideas...especially if they are 'dangerous' ideas...this is why the fakes like Assange. Alex Jones, Chomsky, Snowden, Molyneux, Sibel Edmonds et al are all 'built up' as icons...I wonder where Assange has really been 'holding out'...what underground passages lead out to beautifully landscaped parks full of all manner of amusements and pleasures has he been enjoying while 'holed up' in the embassy, with all that 'dramaturgy' of 'honey pots' and 'enemy of the authorities'...all that 'world wrestling federation showmanship / props / drama...scripted...choreographed...HAH!!! ...got to make them seem 'authoritative' as 'genuine' and 'authentic' enemies of some new world order globalist conspiracy ... a vague one of course...so anyone can 'fill in the blanks' with their favorite silly idea...and so no-one names the enemy ... the real enemy...

Our Zen Humean Skepticism is ironically the only 'firm' foundation to build from...from which to 'entertain ideas'... with zero 'knowledge' or 'truth' or 'beliefs' to be found in this terrain...just 'useful apparent patterns' ... just 'heuristics' and 'rules of thumb' that we can easily abandon when we find better ones...with zero emotional investment (though we are allowed our 'pet' illusions, we are human after all, we just never have any right, or compulsion, or feel any need to, impose them on others...to insist they are any more real than others... we limit ourselves to the lowest levels of abstraction when making decisions and planning...pleasure, pain, relief...of all participant sentient beings...no 'greater good' / or 'ends justifying means'...we look at the means, and reject the ones that are NOT fair, just, etc for all participants...we don't confabulate imaginary entities that cannot feel pain, pleasure, or relief...and call them 'the greater good', or 'the good of the many', or 'the will of some god/s',

or ‘ends’ (that make the most horrific, cruel, monstrous ‘means’ somehow ‘justified’...

By believing nothing, you fall for nothing... the idea that unless you believe something, you will fall for anything, is clever spin, manipulation, word play, trickery...what you need to ‘believe’ is that NO ends justifies certain means, that the means must be consistent with the ends...peace produces peace...war produces slavery and future war / chronic conflict...justice produces justice...truth produces truth...censorship doesn’t produce truth, how could it? By banning truth / facts the ‘authorities’ find inconvenient ? THAT will bring about a utopia?

The basic emotional basis is that YOU DO NOT NEED TO BELIEVE ANYTHING AT ALL...in fact skepticism is the healthiest and most enjoyable, creative, innovative, generative, productive mindset to establish...

Only where concrete ,reproducible phenomena are involved can we ‘insist’ on anything...e.g that ‘stabbing people in the eyes with pencils produces pain and suffering and damage and thus is ‘bad’...now that is ‘bad’...

Insisting that ‘homosexuality’ is ‘bad’ is nonsense. Especially if your ‘reason’ is that some ‘invisible’ invented ‘god’ told some other guy we are TOLD existed, said so...if THAT is you idea of ‘compelling argument’ then we are all fucked...

In fact many will torture a person, by sticking pencils in their eyes, to force them to ‘admit’ that ‘god’ exists, and that the ‘books’ are ‘truth’...THAT is how fucked up we are as a species. Deny this, and we are all royally FUCKED!!!

A person’s mental health isn’t a question of what they ‘believe’...but on WHY they believe something...and the most mentally healthy people believe NOTHING at all... but base their actions and decisions and plans on the best available ideas / based on sensory impressions gained first hand, and repeated, reliably...e.g war does NOT lead to peace... censorship does NOT make people wiser or g overnment more just / productive / peaceful / representative...heuristics... doing X because it produces benefit Y, and has done so many times all over the place, is logical. Doing X because some guy in a strange outfit claims some ‘god’ supposedly told some old guy this book here writes about (a book written by whom? Supposedly ‘inspired’ by god? And the reason we believe in this ‘god’ fellow is because of the book, written by the same person? Circular argument devoid of anything but assertions, much?...but THIS is the highest form of ‘truth’ for most humans...aren’t we fucked much !!

Today 'god' and 'priests' have publicly been replaced by 't.v presenters' and 'leaders' and 'propaganda'...though the same priests are still behind all the scam...you'll see soon enough...or won't...if they chose never to be 'seen'...but hey, they got you to publically stone your own children to death for saying some 'verboden' word...and to put your own sons and daughters and grandmothers in prison for sying some other 'verboden' words ... they'll get you to firebomb entire cities of refugee families and feel 'justified' and 'good' about it, and even 'shame' those who refused to participate as 'bad people'...even put them in prison for NOT collaborating in the war crimes...oops..'just war'... and 'pre-emptive genocide'...

The first and most powerful step that every Cult dreads, is that their members and thrall hosts suddenly ask 'what do I REALLY know?'...do I REALLY know this? Based on what? How valid are my assumptions? What assumptions have I made / been tricked into making? Are there alternative ways of interpreting all this? Are there alternative assumptions to make, that might produce much more desirable outcomes? have I been lied to? Why? What benefit could the 'authorities' gain from lying? Maybe I DON'T know X at all? Maybe I just BELIEVE it ? Why do I believe it ? Fuck, just realised it was NOT based on any personal experience at all...any sensory impression...just been told this shit...read this shit...fuck, look how often they've lied to us...why expect them to suddenly start telling the truth...now wouldn't THAT be mental illness? To expect a consistent lying government / mass media to suddenly want me to be correctly informed about something? Isn't skepticism the basis of scientific method, rather than a mental illness a.k.a 'paranoid fear of being tricked / lied to ?

Religions motivates people to do good? Have you read your Bible? Genocide? Rape? Theft? Good? You don't think the best people of all times would have done good if there was not 'religion' ? really? So 'good' people wouldn't do good unless Marx / Engels / Lenin / Moses / God / Mohammed / Jesus told them to? Spread their supposedly 'noble' lies? And all of these 'things', which have been used to 'justify' genocide, over and over...continual war ... slavery... torture...really produced more 'good' than bad? So the 'noble' lie is justified? Really? Are you fucking MAD ! TOTALLY FUCKING IGNORANT? And I am trying to inspire and inform YOU? And some might still dare criticize ME for not continuing to try to revive total fucking zombies like YOU? I mean more actively...sacrificing every moment, risking everything, massive suffering...just for the slight chance of a miracle that such brain dead fuckers like YOU might be re-animated ???

Well my books are there for anyone who is able to benefit. Unless someone gives me millions to market them etc...I will have to leave it at that...

I've done more than anyone could ever expect...no-one can demand anything...and to expect more would be utter hypocrisy, given I have had ZERO support from ANY ONE...

NLP won't use existing concepts / terms like 'priorities', has to sound impressive, like a cult, like something 'new', and call them 'hierarchies of values'...all marketing and lame...

Ask self / client: what would it take to get you to start / stop doing X?

Idea is to 'know yourself' and your priorities better, to avoid spur of the moment decisions which you will regret, as you inadvertently violated your own priorities...though surely some spontaneity at such a minor cost is also a value i.e warning of Bacchus to the greek cities...a.k.a my own 'moderation in all things' includes moderation in all things i.e we require to enjoy 'extremes' now and then i.e 'go for it', and 'have fun', and 'loosen up' e.g European 'Carneval' ...'what happens at Carneval stays at Carneval' i.e socially accepted 'exceptions'...though restricting this rigidly produces as many problems as it solves i.e over-abuse of alcohol and sex, as 'this is your last chance till next year'...real discipline isn't self-control, but being able to lose control at will, with the confidence of regaining it i.e ability to binge at will, without becoming addicted...addiction is really unwillingness to 'withdraw' and pay the 'costs' of the indulgence, putting it off until the price is quite high, though rarely anything like the cost of maintaining the addiction...really silly that people scared of detox so badly, given what they should be scared of...i.e costs of addiction vs few days of misery / suffering...really just living fantasy of denial of costs...weak...a 'disciplined' person could spend a week taking drugs, or a Saturday, suffer the inevitable hangover with stoicism, as a 'late arriving bill', then get back to 'sober' existence, with the 'parachute' of knowing that 'any time I want, I can get high again' i.e 'this is not all there is, day in day out...I can work hard, then when it's too much again, 'take a breather'...all rich people have done this...only poor people pushed to endure a life without fun...

To motivate you overcoming objections, find a higher priority that justifies enduring the 'hardship' i.e something you value more than the dubious 'pleasures' of fast, thoughtless, over-eating, and focus on getting all your satisfaction in life from food...such as looking your best, feeling your best, not spending hours on the can, not feeling constipated, etc, and the straight up high costs of food...though food still cheapest 'amusement' for most people, sadly...living in human warehouses in sterile, depressing concrete swamps...most people would just be slim and ugly and unhappy though? Being healthy and fit but still a slave with no options for fun / satisfaction isn't really any more than keeping the human capital in top shape for the masters, like a prize fighter who didn't get to keep any of their winnings...a mercenary who

barely earned enough to live, no matter how many risks and hardships they took ... have to be an idiot to accept 'praise' and 'good citizen / slave' status as 'reward'...

Not question of 'discipline' really, but of 'what do I get out of this discipline?' i.e. benefits and costs... most people, given the incentive (a real contract that you can enforce with nukes ... not just a human contract that means nothing in reality...) i.e. if you discipline your eating and reach your 'most attractive' weight / figure / muscle to fat proportion etc, you will be made a superstar multi-millionaire and your parents will say 'I'm proud of you, your friends / enemies will envy you, you will get all the shit you've always dreamed of... but what is 'on the table' in reality? Oh, make this huge effort, and you'll be able to wear your old clothes again, you'll be healthier, feel a bit better, look a bit better, maybe find a partner as ugly and stupid and irritating, and slender, as yourself, to find ways of avoiding thinking about food with...wow...what a deal...motivated much?

So of course first thing is to update your expectations, find some real motivating reasons...and if there are none, then accept this, deal with it, and stop punishing yourself for being fat...take responsibility...I eat too much...that's my choice now...it'll kill me, but time kills us all anyway...I'll suffer X and Y, but shit, life sucks right...eat your fill, fill out, die a bit earlier, maybe suffer some bad shit you wouldn't have, so you die of Diabetes (shit, sounds like the ideal euthanasia, as long as you ensure no-one wakes you from your coma, as that shit is bad, ask 'A beautiful mind' real-life math dude who was 'tortured' to 'self-discipline' his hallucinations / fantasy world with insuling shock therapy...

Then again, deep sleep therapy is basically losing weight by 'sleeping it off' ... as you use most of your calories just existing...the sort of exercise most people would willingly engage in increases calorie use little..over and above the 'baseline'...so slip into a coma, stay there a few months, as the fat burns off...endure the 'awakening'...and inherit a slimmer you ... you think I'm making this shit up?

The most powerful motivator, apparently, is 'comfort' and 'the comfort of the known' i.e. 'familiarity'...whether it be 'religious affiliations', political affiliations, superstitions, habits, food, drink, brands (branding infants / kids is key to their later brand loyalty, and politics, religion etc are really nothing more than 'brands' of the same shit...different labels and 'marketing strategies' / appeals '...

For many people apparent cost / economy / saving money high priority, so will buy cheaper product that is less satisfying, but considered a better 'cost-benefit' payoff than a genuinely 'premium' but more expensive product... often jacking up prices artificially, then offering what are really 'artificial' sales savings /

discounts' can motivate people to buy a product due to the feeling of having 'gotten a great bargain / deal' ... as this being a 'priority' i.e identify self as 'canny shopper' / 'bargain hunter'...the satisfaction as much from the 'bargain' and 'savings' than the product...feeling of having 'gotten the better of ' the big corporations' etc...not being a 'fool' and 'paying full price' any time etc...so can trick people with this priority by artificially jacking up price of standard item, then reducing it to something more reasonable, and marketing as a '50% off limited time offer'...the customer gets the satisfaction of 'saving 50%' and you sell your product at what you would normally have sold it for...only you now sell MORE of it than you would have ...

Fear of others opinions can lead to over spending ... 'don't want to look cheap' ... so spend more than want to...and of course purveyors like to take advantage of this...a door man insisted I'd look silly in front of my mates by not entering a nightclub with an entrance fee...just as I was about to 'give in', and his 'manipulation' cost him one entrance fee...no-one likes to feel manipulated...so do it subtly...don't let people realise...make blatant...though most people fear 'embarrassment' more than anything, so go to war and burn children and their mothers and grandmothers alive just to avoid the 'embarrassment' of refusing to...'what will your friends think?' ... Oh, maybe that I am not some psychopath, or genocidal robot with no ethics or values, who cares more about 'what people might think of me', than the real suffering I'm being ordered to commit? Maybe? Ah, but think about your career after the war, it will go on your record you know, and you'll spend years in jail you know, and hey, MAYBE this time you'll just be dropping pamphlets over refugee filled cities, and not fire bombs, following by machine gun raids of the emergency relief workers who come to help their suffering neighbors !!! To think that the worst crimes in history were carried out by people with such little threats...from Soviet Cult gulag systems to Dresden, to what is coming...who'd risk losing their job to 'speak up' even? Very few apparently...few enough to 'deal with' via the gulags themselves...and a few bullets...funny, the Soviet murdered ten times more people than the Germans are accused of by propaganda, and THEY never once used any 'gas chambers'...THEY didn't need to resort to such complicated, risky (for the murderers) devices !!!

The idea of 'rewarding yourself' is big with marketers 'You DESERVE it'...to motivate people to spend big on worthless things...like champagne...poison with bubbles...but hey, even I have bought friends a bottle of Glennfiddich...it is the smoothest 'oblivion' I know of ...I see zero value in any cheap scotch...would just as well drink rubbing alcohol...but some things are nice ...

My biggest error is to assume there are more than just a few people who really take 'personal integrity' and 'the interests of others' at all seriously...in action...in practice...over and over again the people supposedly paid to seek

justice have proven zero interest in this...they are just self-serving in their actions / offices...so who am I to appeal to with my calls for principled action, universal justice, universal truth etc...? a few dead philosophers? Silly me. This world is the one people wanted. Created. They just complain when they become a victim of the system they reproduced, if not actually created... all the 'conspiracies' would disintegrate if people acted on principles, like my 'Optimal Ethics Generator'...but you could offer a real technical device and set up a planet with it...and how many people would volunteer to carry out all their decisions under it's 'veil of ignorance'? And how to 'reject' those who wouldn't? And then if we found a million people to get that planet up and working, how would we stop all the people 'begging to be let in' who would then however refuse to participate according to our principles? Oh they'd cry and whine and plead and beg and pull at our heartstrings, to get in, then they'd want to take advantage of what we had, but they'd corrupt it immediately...all with great excuses and justifications...and our enemies would pull off the most vicious and malicious and malevolent propaganda campaigns against us, ascribing all manner of crimes to us, all manner of threats we were to others, and fake all manner of 'faked internal incidents', telling their citizens we were sacrificing our children live to some cult god, planning to unleash a virus to kill off all the other planets, planning to genocidally wipe out all the other planets, to justify a 'pre-emptive' invasion of our planet...probably starting with trade embargos, export embargos...which we would work around...and when they failed, they'd just do the old propaganda shit and make everyone think that it was not only noble to kill us all, but necessary, as sheer self-preservation / survival...they'd all have grown up being conditioned to see us as the ultimate evil in the universes...so we'd have to have the best defensive weapons capable of true 'deterrence', and ultimately, ironically, we'd probably have to wipe out at least all the propagandists...and if we failed to totally sweep the table clean of the lying fuckers spreading the propaganda, we'd have merely offered said propagandists 'concrete proof' of 'what they'd been warning all along'...our pre-emptive defensive strategy would be spun as a war crime / aggressive act, and used to justify that final war... and the best we could do would be to 'hit the button' and launch all our weapons, so that at least they'd pay, and there might be a tiny chance of us surviving...but hey, what a great future to look forward to when founding my 'vegan nation'...hey! If you doubt any of this, take a look at recent history from 1940 onwards...

Marketing people / propangandists, always seek to 'spin' their 'appeals' to different priorities, away from the ones that work against their 'pitch', and towards favorable priorities e.g 'impress others', 'gain acceptance, approval, love', 'avoid prison', 'fight evil', 'do gods work', 'great pay and rewards'...whatever it is that 'floats your boat'...targeting to each 'niche' individually...by finding what motivates MOST, and what priiroities can be 'triggered', and which need they need to AVOID triggering...

Propaganda requires censorship of the truth to be most effective...but really it works on playing on people's priorities...people will 'overlook' facts that are obvious, and 'deny' reality, if they think they'll 'get their ends'...win what they want from life, what they've been 'sold' will bring 'happiness' and even 'eternal happiness'...

One priority can often be used as a 'lever' e.g fear of shame / avoid shame is a biggy...keep your job is a biggy...avoid prison, again a biggy...

Key to all this manipulation is discovering how all the priorities are encoded / represented internally in the viewer's / consumer's minds ... what does 'shame' look like, sound like, taste like, feel like? The bitter taste of regret / failure / shame? The broken appearance of shame? The unbearable weight of shame? The despair and unbearable 'stain' of shame? Etc...so can produce imagery, scripts, etc that will 'trigger' the target motives / priorities ... how does audience represent 'fear' or 'evil' or 'enemy'? A brute ape with a bayonet thrust into a child? An evil automaton throwing live babies into fires / updated to furnaces ?

You want to sell 'happiness'? How do your potential victims 'represent' 'happiness' internally? What images? Sounds? Smells? Feelings? Etc and what sub-modalities e.g bright and sunshiny? Larger than life?

How do you 'convey' the idea of 'threat'? A color graded scheme of 'terrorists planning actions' to 'Extreme threat of immediate attack' maybe?

What sort of 'representations' would be necessary to turn a totally unnecessary war for the 'bad guys', into a 'just war' and 'justifiable war', even a 'patriotic war' or 'good war'? Literally? How would you 'sell' what you just put your entire nation through, for 5 years, all the suffering, costs, debts, sacrifices, when the result was that 'the bad guys' did exactly what you'd told your people you were fighting to prevent some other 'bad guys' from doing? Maybe claim they'd murdered 6 million people, in gas chambers, and worse? That they'd intended continuing with that genocide, and invading the entire world ? Would anything LESS than that 'justify' what you'd just tricked your nation into doing? Wake up people. Propaganda isn't just something used before wars to 'justify' them as 'necessary' and/or 'good'...or during the war, to motivate people to do stupid, dangerous, destructive, evil things...it continues AFTER the war, to JUSTIFY all that stupid, destructive, evil behavior, and make war something acceptable to the masses, so they'll readily submit when the next one arrives in its scheduled slot...

Interesting to see where 'serving others' and 'serving myself through serving others' ranks on most people's priorities... this is most complicated detail of any 'utopian plan'...our systems have mostly been built on 'serving the self' rather than 'others'... how few of us are even vegetarian, let alone vegan, let alone

seeking justice even for all of our own kind...we even invented 'races' to reduce the membership of 'our kind'...and problem of being a fool and achieving nothing by 'giving' and 'sharing', when THEY just take, and think you an idiot, or that you must have so much that it was zero sacrifice to you....so you get no credit, let alone any reciprocity...for THEY have so MANY unmet needs to share anything THEY have...THEY know people with even more than themselves...and THAT is NOT fair...they NEED to have more and more...so they'll take, and KEEP...and think you an idiot...criminalise you if you dare hold mirror up to them...and if you think OTHERS will support you..think again...THEY just want MORE too... THEY don't want 'equality' or 'justice'...

THEY set up 'gurus' and 'leaders' who have the same values i.e of serving the SELF...of inequality...of 'greed is good' and 'god given' / natural...and 'for the greater good' even...

You might 'pace and lead' from some 'nominal' priority of 'justice', and get as far as a few 'nominal' agreements...but once people realise you have 'tricked' them into criticizing themselves, and promoting something THEY won't particularly benefit from right now as individuals, they 'scare' and 'run'...you cannot 'pace and lead'..and you can 'mirror' to gain rapport, but how long will you maintain that rapport once you try to lead them anywhere ethical?

Leveraging self interest to promote care of others has limits too...think of the corruption in the old 'workhouses' and 'charities'...then don't imagine it any different today...trying to explain the self-interest in serving others falls on deaf ears... explain the self interest in cruelty to any billions of creatures, and you'll see the light come back on again...what? You mean I can benefit from X? Well of course Billions will suffer, but I can benefit? And justify it ? with Y? Oh yes, the greater good, the good of the many, god wills it, its nature, that's evolution...yeh, can't make omelettes no broken eggs etc, sure, in the longer run...oh yeh, they'll live better as slaves anyway, and come closer to god right...etc... always incredibly easy to lower the 'moral tone' rather than lift it...they'll lift YOU, onto a cross, onto a pyre, onto the gallows...

But NLP offers some remedial actions... you identify own / clients abilities to 'overcome objections' i.e exceptions to the rule where they 'do X', the target action / behavior DESPITE Y,Z etc i.e despite discomfort, risk, effort, sacrifice e.g they will do something similar to X 'for the kids'...find out what motivates this behavior / exception ...'oh, the smiles on their faces', or 'the guilt' or 'remembering how I felt as a kid and promised myself I'd never make MY kids feel that way' etc... then identify every sub-modality of every representation system employed / triggered by that situation / 'success' at 'doing X' DESPITE objections of effort, sacrifice, risk, loss of satisfaction, lack of immediate personal gratification ... so take 'eating more appropriate amounts and types of

food' and 'being more realistic about tobacco / alcohol / any other drug' ... then superimpose all the submodalities / representation system elements vividly onto... introject them into the target behavior...associate them intensely and intimately with the target behavior...so that now you literally have the same powerful experience of motivation for the target behavior, you usually only have for the 'exceptions' to your 'selfish immediate self gratification of desires' rule e.g 'for the kids', or 'to show P', or whatever it is that makes that exception work for them / you ... now make it work for the target action / behavior ... so you transfer the success from the current exception to the rule, to the target behavior, adding it to your new list of exceptions ... e.g I can overcome my urges in situation A... and now I've added situation B to A... I can discipline myself to in a new situation...I wouldn't get drunk in front of the kids before...now I won't do it alone... I wouldn't kill and eat my own child, no matter how hungry I was...now I won't kill any sentient creature's child ... etc...

E.g what is something important enough to me that I will always find time for it, and do it, even though I don't really want to / it means a loss of personal satisfaction / pleasure / relief, or it is hard / scary / sweaty / irritating / frustrating/ makes me angry / is painful / requires self-control / requires sacrifice etc ? Something I have done / do, even though it hurts e.g stretching of my shoulder / arm that went painful and lost freedom of movement because otherwise it would remain that way ... physcial therapy ... look for examples in own / client's past ... Erickson went back to infancy for examples !...

Look into all representational systems e.g what see, hear, smell, feel when you succeeded in overcoming objection in successful cases e.g overcoming fear, laziness, selfishness, gluttony, intense craving for relief / pleasure ... and identify their particular sub-modallity qualities e.g is the sound loud / bright / happy? The colors vivid or hazy? The images still or moving? Large or small? Close or far? What is it about this representation of the situation that allows you to overcome your objections e.g fear , selfishness, greed, anger, frustration?

e.g you don't 'blow up' at your children when you get frustrated, do you? (???)...but you blow your fuse real fast with some idiot at the pub, your boss, some complaining customer, even some inanimate object ... when it frustrates you will ... right? If you can learn to 'relate' and 'represent' the situations the same way, using the same representation systems and sub-modality qualities that work with your own kids, then you can learn to respond the same way, without the 'blow ups' and 'blowing your fuse'... Bhagavad Gita teaches us things like this, to see ourselves in all other things...all as one...so we take the kindness and patience we hopefully show ourselves and treat others the same way...etc...My Optimal Ethics Generator with Rawl's veil of ignorance is an evolution of this ...

We have 'habitual' ways of dealing with our own children, lovers, friends, pets, ... patterned responses ... behaviors ... automatic... where we are more focused on the needs of others...genuinely empathise and care about others...even make sacrifices for others...seek their happiness... we can extend these habits to a wider field of sentient beings... this is the true alchemy... to start thinking about the impacts of our behaviors on others...including the not yet born...our own not yet born e.g would you sacrifice pleasure / relief of self-reproductiong i.e having babies, and raising YOUR OWN offspring as a 'family', if that was in the interests of THOSE VERY SAME POTENTIAL BABIES? This is the biggest demand ethics imposes on people...all other measures will fail...and will you allow those you love and need and benefit from their existence, to leave you, to leave their current experience engines, when THEY find it appropriate? Would YOU study hard to realise your potential, if there was NO way you would EVER be able to consume more than 10 times the 'most common' income? How much 'reward' above and beyond what the most 'common' worker receives for THEIR effort, sacrifice, risk, sweat, toil, frustration, application (not just turning up to the combine and clocking on, but actually working, applying your self, trying to solve problems, trying to innovate, trying to produce value) ... and would you be able to stifle your envy of the people who ARE consuming 10 times more than you? Even twice as much as you? Even 50% more than you? Even who have an 'easy' job as far as you can tell? Are you capable of respecting principles once put in place, under a 'veil of ignorance', after you realise who you REALLY are and what position you REALLY occupy in the system you agreed to?

Can humans overcome their petty envies, jealousies, give up the RIGHT to reproduce themselves, give up the RIGHT to Cult dogma that is clearly damaging to individuals and society? Give up the RIGHT to seek fabulous wealth and power?

TROONATNOOR has been about balance between individual selfish needs / desires / pleasure / relief and that of 'others'...and always including every sentient being in the cost benefit analysis on a relatively equal (appropriately) level...treating the other as self...not perfectly...as we live for OUR pleasure...motivated by our own relief...but empathising with others means we SHARE THEIR pleasure and relief also, and would NEVER enjoy a benefit that came at an unacceptable cost to other sentient beings... not to say we'd make ourselves ugly so others need not feel pangs of envy, or poor so they'd never envy our prosperity... but we'd never knowingly inflict costs on others simply to gain a personal benefit / relief.. we wouldn't eat our children because we were hungry ... but we eat other beings' children habitually, even when we are massively over-fed...we wouldn't want to be tricked into murdering each others, so some evil fucker could become a billionaire...wouldn't WANT to right? But we ARE, over and over...right now...doing that... always have done...why?

If we define our own 'right' to 'noble' lies i.e noble in that we believe they benefit us, or will benefit us, in some way...then what hypocrisy to demand others be honest with US ?

Propaganda is simply lies...legal ... manipulation...

The Optimal Ethics Generator employing Rawl's 'veil of ignorance' would remove our ability to identify who WE are, in any transaction...so we'd be motivated to ensure it is 'beneficial' and 'fair' to ALL the participants...even the animals. the most powerless members of our communities...it would motivate us to be very careful about 'externalities' and 'costs'... cautious about not inflicting them on anyone...as any one could be us...we can never know...we wouldn't treat others as ourselves under any other conditions .. no point saying 'do unto others' ... unless people believe 'for as you do unto others, so shall be done unto you'...which is what my OEG / Veil of ignorance forces us to believe...to assume ... really ... not just pretend...

But until we have the tech, we'd be engaging in discussion that would reveal the hypocrisy of most people...

I would only bother working with people who were willing to submit to the rules of compelling argument, and behave 'as if' they believed the OEG were true...they'd have to be devoid of hypocrisy ... serious about justice... and what it takes...and willing to consume less than many would have access to right now, or in the wider world... but willing to tolerate 'tall poppies' and to allow those willing to work harder and longer etc and sacrifice and risk more to consume more than themselves...it is all about moderation and honesty... so I guess this 'plane' we call 'earth' is not a likely location for a world I'd consider voluntarily new-incarnating in ... nor therefore reproducing (by having children, or participating as a hypocrite actively ... even passively NOT saying the obvious, for fear of prison and worse, is not possible for real philosophers / higher tone – vibration – resonance beings... it is giving tacit consent, and failing to warn / inform others who might benefit from such information / honesty...claiming you are 'protecting your family' is a cop-out...you are NOT doing ANYONE any favors...just prolonging the problem...making it chronic...you may get off easy this life, but for your next lives? You think hypocrites inherit the kingdom of heaven, however you want to picture / imagine that? You think you can evolve to higher levels of awareness / experience / being and existence, by just 'not ACTIVELY participating in horrors, cruelties, killings, torture, slavery ?

You think when the fighting starts you will be able to 'remain passive'? and won't get harmed? Your own family won't die? Be raped? Enslaved? Tortured? Suffer? You think the harm you are facilitating with your submission, acquiescence, taxes, contributions, passive by-standing, won't recoil upon you and your family? Or you are just too gutless and lazy and irresponsible and

unconscientious to care? You'll just pretend you are a 'good parent' and enjoy whatever ease, benefits, relief, pleasure you can get your hands on, and keep for yourself, and when the shit hits the fan, blame everyone else? Blame others? For what YOU made possible? Oh, but why sacrifice yourself? If you have no power to change anything? Good, keep telling yourself this...that you are a VICTIM...tell that to the thousands of animals suffering on YOUR behalf right now, and who will...like you cannot possibly chose a vegan lifestyle THIS MOMENT... like you cannot possibly simply stand up in a meeting and ask people to discuss 'freedom of speech' openly, and insist that your constitutional rights be re-instated...like there are not MILLIONS of people who would support you, if YOU just stood up and 'rocked the boat' just a little...no heroics required...just start a conversation...make some effort to learn some facts, some arguments, ... make a tiny fraction of the effort you make in other areas of your life...such as 'earning more money', 'looking better', 'promoting my kids interests', 'getting laid', 'getting promoted'...'impressing people'...even a fraction of the effort you spend keeping your home pretty...or your car running well...or on any hobby or dream you have ...

Compare things do YOU do, with things you don't do...in terms of how you represent the actual situation / outcome in your mind...with all the impression's qualities (sub-modalities) ...

So you DO get up and go to work. What motivates that action that you really object to? You wouldn't do it without these motivations. What are they? What is the 'image' and 'idea' and 'feeling' associated with the motivations?

To start on the track to grokking this, compare one motivation with another. Visualise yourself achieving some desired goal that REALLY motivates you, or that you achieved. You overcome lots of objections. Why? (probably fear of failure? Consequences?)...

Imagine some huge 'success' and what it 'means' to you in every sense ... imagine how it tastes, feels, smells, e.g 'success'...vividly...in great detail...

Or something that motivates you now...what does? What are the images / feelings / sensations / representations that lead to you feeling motivated to 'overcome' objections / take risks / make the effort / make sacrifices?

What is your 'vision' ? What 'fuels' your resistance to your OWN fears / laziness / cowardice etc?

The smile on your kids faces? The sick feeling of failing them, and seeing them suffer for your mistakes / cowardice / failure / laziness / lack of will power / lack of discipline / fear / stupidity / incompetence?

So... find out 'what you do' 'internally' to overcome objections when it comes to your top priorities e.g 'family'... what do you visualise / imagine / vividly feel when you think 'I want to do X, but I won't, because of THEM'...? Concentrate and discover the details ... how do you represent 'because of THEM' ? You see their smiling faces? Imagine them lonely / suffering / defenceless / counting on you and you failing them ? What feelings emerge? Where exactly? Stomach? Head? Feet? What sort of feelings? Concentrate on them. Identify them clearly. Do you see something? Where ? top left? Bottom right? Big? Small? Bright? Vague? Moving images of them? still photos? Where are the images / photos? Big small focused, out of focus, close, far away ??? etc etc i.e elicit all the representations you have associated with 'I do it for THEM' .. in all their detailed descriptive qualities / sub-modalities... then 'anchor' this... with a touch or a voice tone quality ...

Now relate the two ... the X you do 'For THEM' and the Y you so far couldn't commit yourself to reliably doing... so that now when you think of doing it, you replace the usual '...'oh, I don't want to , give up Y, its hard, so much effort, self discipline, it will be a drage etc... with 'all the stuff you just 'anchored' 'FOR THEM'... so now you feel about Y as you do about X, and WILL do it 'FOR THEM' ... in the same way...magic or??? What you've done is now assign this action / behavior / new habit Y the same 'compelling motivations' you had for your highest priority 'THEM' ie family, or whatever it is...

Beliefs permit e.g ripping up pregnant women as proof of our moral superiority over all other 'people' ... and restrain us 'Oh, I couldn't rip up any sentient being, why would I? Why'd I ever want to?

So beliefs limit / restrain behaviors and allow / permit behaviors...and even promote / motivate / suggest / direct / command behaviors...that's how powerful they are...nothing to be 'flippant' about and simply 'tolerate'...unless you are happy being enslaved / ripped apart and having your 'little ones dashed upon the stones'...etc ???? or???

Identity is a belief e.g 'entitled' and 'chosen' and 'exceptional' and 'destined to rule the plane' !!!

All actions have a positive intention might be 'valid' if you make the referent 'the actors perceived self interests'... so I work at that level of assumption...which does NOT mean I assume anyone has MY best interests at heart i.e their intentions are 'good' as intended to be 'good' for THEM! Like Plato's Socrates, got to get people to realise that selfish exploitative opportunistic behavior in gaining benefits at the expense of other sentient beings is NOT in ANY one's REAL self-interest...

Beliefs trigger unconscious physiological responses via the limbic system, hypothalamus in the mid-brain ... primitive brain... 'animal' brain... and the 'lizard brain' even more primitive ... e.g. flight or fight reaction ... 'I believe there is a tiger behind me' ... it sets in chain a whole bunch of complex electro-chemical signals ... so heart-rate, body temperature, pupil dilation, breathing rate all 'automatically' 'ramped up' as stimulus-response to mere BELIEF that a tiger is behind you... you have not SEEN a tiger... but if you BELIEVE there is one, all this will happen... beliefs trigger the autonomic / limbic system... supposedly more 'primitive' than the cortex and other areas where we 'reason' (what passes for that in humans anyway) ... very primitive / lizard brain kicks into overdrive... overrides the 'human' 'reason' and 'logic'... BELIEF remember... can give you a heart attack ... 'pointing the bone' and 'voodoo' all target fear, and these responses... non-rational, IF YOU BELIEVE ... e.g. 'in some god' or other superstition...

So the best test of whether someone 'believes' or not, or is just faking it, even to themselves... is to measure their physiological response... like a phobic really believes their trigger is dangerous, and their heart rate explodes, they sweat, a whole set of autonomic responses are triggered that it is supposedly impossible to 'fake' ... really? Isn't ENTIRE point of NLP that you CAN fake all these things? Simply by vividly imagining something that DOES produce these behavioral qualities in you? So you want to pretend you are terrified of mice? Well fucking think of something you ARE terrified of, vividly, and trigger the physiological responses desired... the whole point of polygraphy is that it can measure and compare responses to questions, but it cannot CAN NOT mind read... and know WHAT you are yourself visualizing / reacting to... simply by exaggerating your responses to trivial questions you are expected to lie about e.g. 'have you ever in your life fantasized about any taboo sexual subject?' ... well just think of the most guilty secret you have and would never share, something really nasty you've done and are ashamed of, and then answer 'no' ... so the operator / machine will record a HUGE reaction... now when you DO actually lie about something IMPORTANT ... 'did you kill that war criminal genocidal maniac?', any possible 'guilty' feelings that emerge will be less dramatic than the massive responses recorded when you were answering the 'control' questions... see my detailed report on polygraph abuse / lies ... especially to filter out honest, intelligent, moral, ethical, constitution loving, oath keepers from the most powerful positions in the U.S and Europe etc...

What with Bandler demonizing Saddam Hussein for the war crimes effort, now Dilts promoting polygraphs as reliable... WTF ?? ...

So when asked 'have you EVER stolen ANYTHING in your life', immediately summon up the most guilty secret you are ashamed of, the worst thing you've ever done, so your blood pressure, heart rate, breathing rate, pupil dilation, body

temperature etc will all suddenly go crazy...proving you are lying...which is what 'control' questions are there for...to 'calibrate' the readings...to provide a 'benchmark' to compare later responses to... 'control' questions are the ones that everyone is EXPECTED to lie to...too bad if you are so perfect you really DID NOT EVER do what they expect you to have done...then you are royally fucked...because they will use these readings as the benchmark, so every time in future you 'deny' having killed the occupation dictator, the operator will 'see' the same response...and assume you DID...because you MUST HAVE done the 'control' thing ... everyone has ... right? Great science that...assumptions ... and so easy to 'beat' the situation, no real liar ever caught, and lots of 'innocents' unfairly 'convicted'...

Beliefs are clearly emotional ... rather than rational ... related to fear, desire, pleasure, pain, relief...

RATIONAL beliefs Vs emotional beliefs? Most people couldn't give a good reason for most of what they are 'sure' is 'true'...Hume proved it.. the most people can do is appeal to 'authority' i.e 'the bible' , the t.v, the papers, the web... almost zero basis in low level of abstraction a.k.a 'concrete' justifications... so basically whatever you can get broadcast on tell-lie-vision, published, 'stamped' as 'authoritative' and 'public relations worked' as 'reliable' and 'authoritative'...get the presenter to look and act and speak exactly right...they can claim anything...who are YOU to argue? And go to jail for doing so?

Placebo and Nocebo effects work on our beliefs...and are thus effective...you can relax someone, put them at ease, feeling positive and anticipating feeling better / getting better...with a few words...just as you can do the opposite, and actually kill them, by simply 'pointing the bone' or 'voodoo dolls' or 'ex-communication'...

Beliefs easier to install than change, without the use of clever NLP strategies...or similar, from very 'charismatic' i.e authoritative / believable people...who can convince you they have supernatural powers etc...know stuff...

Because beliefs are rarely BASED on any real argument, let alone EVIDENCE...because there are purely assumptions accepted dogmatically 'on faith' i.e simply believing because someone told you / its in some book...THAT is the basis of almost ALL our beliefs ... very rarely are our beliefs even vaguely tested by any sort of 'reality check'... even NLP top guns believe that a polygraph (a set of devices can 'tell if you are lying'???? What hope is there then?

And if it is a criminal offence to mock absurd beliefs...as this might 'offend' the idiot who believes they have a right to enslave you, kill you, etc ??? what does

this say about the world we live in? YOU have no right ot find THEIR beliefs offensive, but they can find your sane, rational, logical, justifiable response CRIMINAL !

People will spin everything to fit with their original assumptions / beliefs ... e.g I am a corpse...do corpses bleed? Well no...so cut them...they bleed...fuck, I was wrong, corpses apparently DO bleed !!! but I think 'feeling pain' might have been a better one....though expect the same 'spin' ... people don't change their beliefs based on 'logic' or 'reason' or even 'facts'...usually...if there is any way to 'make an exception' for their belief....to find some way to avoid facing facts...to make ups some story to account for things...

Studies confirm obvious fact that if you treat people as if they are capable, they end up learning more, than if you assume they are dumbasses ... no matter what their intelligence...

People who believe they are going to die, often do...I suspect they WANT to die...who wouldn't, given the typical sort of life quality ... the doctor just gave them an 'excuse' to die ... so they took it...

It is not the treatment that determines the outcome, but the belief in it...whatever it is...that really matters, according to actual hard evidence of actual real research...though no publisher would let anyone say this...always that disclaimer...of course, let yourself be toyed with by specialists until you run out of money to pay them...spend your partners retirement security and your kids education fund...while there's money there's hope to profit...only after you're broke will the doctors claim you can't be saved !!! holy cow!

Ideally NLP, like Hume, and everyone in between, and before, who had our best interests at heart, can help us free ourselves of beliefs...ALL beliefs...we don't need to BELIEVE ANYTHING at all...we can act on clearly expressed compelling arguments, heuristically, practically...while preventing any abuses i.e superstitions being passed on, forcibly, and subtly...onto children etc...i.e vulnerable people... you can assume all the religious shit you want...as long as you are upfront and never make any claims that you cannot substantiate...basically lie...

I don't need to assume 'gravity' exists, or 'cause effect' exists...I simply note that X +Y seems to produce Z, and I like Z, so I combine X and Y, or if I hate Z, I avoid combining those things...I don't need to assume anything at all... to generalize a pattern...as an APPARENT pattern, and nothing more...so I never fall into the trap of IMPOSING patterns that are NOT there...extrapolating...see my T books for details..

If it is possible to change beliefs, and ‘free’ cult members, their leaders will of course seek to make any such actions ‘criminal’...to retain their cult members, and benefits as their masters...

Limiting beliefs...hopelessness...well it’s silly really, as we were born to suffer and die...with occasional relief and pleasure...soBUT helpless?...well, we are all vulnerable, worst of all, to anyone stronger / more powerful, or even a few weak fuckers ganging up on us...so we are fucked in that regard too...but worthless? Hmmm...I guess most of us are just unskilled and semi-skilled slaves ... so...but what’s the point of all this? That’s this plane...

But...unless they are vegan and live according to the optimal ethics generator, no-one DESERVES more or less happiness than you...ultimately...

What we are about is motivation...to get you gaining the most from your life possible...whatever it is right now, it is probably less than it COULD be, and therefore SHOULD be...if you think the ‘sober’ ‘real’ things this world has to offer, that don’t come at any other sentient beings expense, are WORTH effort, sacrifice, risk, endurance, self-discipline...?

To me the main scam is that a bunch of fuckers program and condition YOU to believe YOU are LESS worthy of happiness than THEY are...when we are all fuckers...some of us are just luckier...and some of us are working to increase the good fortune of OTHERS...shocking as that could sound to most of you...

We can NOT see into the future...we are motivated by what we IMAGINE awaits us e.g we do X because we IMAGINE we will get Y...the more vivid the imagination of Y, the EXPECTATION of achieving Y, and all the sub-modality qualities we associate with Y, vividly, the more motivated we will be ...Expectations theory...we must want something, believing it will produce the feelings / emotions / situations / conditions / satisfactions / pleasure / relief we desire i.e all objects / aims means to ends...the ‘feelings’ we seek to enjoy / relief from, are the real ends... if we believe X will produce these / lead to us enjoying these, and that we CAN do X / get X, we will be motivated e.g if we believe we are capable, through hard work, of getting X, and if we believe X will make us ‘happy’ (as shorthand for whatever it is we expect X will yield), we will work hard, sacrifice, take risks... but if the chain breaks down, if we don’t have believe in our self-efficacy to do what is required, or if we lose faith that even attaining X is going to make us ‘happy / satisfied ‘ i.e bring the pleasure / relief we hoped for, then we will have no motivation to work hard, sacrifice, take risks.... Slaves don’t do these things...serfs don’t do these things...people who realise they will never be able to ‘work’ their way to gain what they seek, don’t do these things...Soviet Cult members don’t do these things...they didn’t...the system failed miserably, despite having EVERY natural resource

available...and MASSIVE support (yes folks, support) from the Western Banksters and Cult occupied governments ...

You can 'fake' motivations...pretend you will work as hard for the 'greater good' as you would for 'your self and family' ... but very few have such good natures...and these people are broken/ lose faith when they experience the corruption inherent in all human interaction, and most prominent in 'centralised power authoritarian systems', 'old school networks', 'secret societies', 'unions', and all the ways people have of seeking narrow self-interest at the expense of the 'common good' ... and all of which MUST be eradicated... but almost everyone feels entitled to more than others, for some reasons...and often they ARE ...i.e workd harder, longer, more intensely, make more effort, sacrifice, take greater risks...go to greater lengths... so have both sides of this coin...people who DO deserve more (within limits) that others NOT being allowed to enjoy the rightful fruits of their labors, physical and mental, and others who have NOT earned this, being given it / taking it, via corruption....so the way to get 'more' is no longer to work harder, longer, make more sacrifices, take more risks, but to join 'cliques' and 'parties' and 'secreet societies' and 'unions' etc...including obvious religious cults , political parties, etc... so who is going to produce the value being corruptly distributed? Even the average dull worker will see that working hard is NOT the road to 'success'...and those who would otherwise have worked hardest, will feel like fools, and will deliberately 'work to rule' i.e do the minimum necessary...and probably turn to drink and other drugs, to 'soothe' the frustrations of being a race horse that has to merely walk around, or be taken advantage of...that burns...to know people are using you...

How we 'represent' 'success' is key to this...

Propaganda / conditioning / mind control/ public relations / mass tell-lie-vision etc and 'education' all attempt to trick people into imagining things are very different to what the child will experience, if capable, later on, as irrefutable evidence that the system is totally corrupt...that hard work is for fools...that outcomes are based on 'who you know and what clique you join' rather than your own merits...but the system will keep pretending 'all is good in paradise'...that everyone is working together for the common good...some will be...like the students who built man underground rail stations and networks in Moscow...fools who really were genuinely good willed...if you'd had a community of just these people, maybe like a Kibbutz in Israel, you might have had a thriving system...but remember the system was not MEANT to succeed...it was just a slave prison system, a springboard to world domination for a particular cult I can't mention or this book will be banned, and I will be imprisoned...

So basically 'motivation' is not about 'reality', but on 'illusion'...if you THINK that doing X will yield Y, and that will make you 'happy / satisfied', then you will work your arse off, sacrifice everything, take huge risks, put off all your enjoyment of life until 'later' i.e future preference, for this 'glorious' future you IMAGINE... ideally THEY put this off to some 'afterlife'...you can't argue with that...how to DISPROVE that? Onus probandi much? Anyway, THAT is the biggest con...to trick you to work hard, etc...even to fight wars...a form of slavery...etc... so propaganda is the king of this world...whoever controls it, controls YOU...they'll make you sweat and labor for the satisfaction of others, because you believe you will benefit...

Of course the ultimate is Buddha's teachings...that life itself is a trick...you will NOT get the relief and pleasure you seek...or if you do, next times around you will pay heavily, as a more 'typical' person...but even Ecclesiastes, the rich spoilt heir to King David, who 'had it all' finally concluded it as NOT worth it...'all is vanity and vexation of spirit'...very much like Buddha's conclusion...as brilliantly portrayed by Hermann Hesse in 'SteppenWolf'.

THEY are doing this for YOUR own good! Really?

Cruel to be kind?

The 'practical' meaning of any communication / action is the response it elicits...is a way of saying that what really matters is how OTHERS decode what you say, NOT what YOU intended by an utterance / action / communication... so we need to attend to how we are being 'interpreted'...and what models our interlocutors are using for decoding our attempts at 'sharing' our intended meanings...often deliberate ... malicious 'interpretations'... like prosecutors in court... and all manner of 'adjectives' and 'adverbs' added to 'color' and 'ascribe' intentions and motives when all legal people SHOULD be doing is describing, as accurately and neutrally as possible, what can be demonstrated ... e.g X did Y ... not X secretly and maliciously and viciously and evilly did Y against all the laws of nature / god / reason / fairness... i.e why is such language allowed in courts? If they are there to establish what happened .../ guilt / innocence ? what do literary epithets / language have to do with trying to find the truth? How can anyone ascribe 'intent' and 'motive' to mere actions? Mind reading? Pure projection / speculation... fine for motivating investigations maybe, to 'suspect' them, and thus see if any evidence supports the contention...but surely they don't belong in an attempt to clarify the situation / what did and did not actually happen that can be demonstrated without preference or malice ?

Einstein: you cannot solve a problem with the same thinking that created the problem

If a corpse can bleed, maybe it can also go to work, be productive tax payer, fight wars, support the Cult, ... even enjoy life?...i.e why fight client if thinks he's a corpse, just expand the possibilities of 'corpses' until it makes no practical difference to anyone if they think they are a corpse !!!!

Of course humans stubborn...no, you must believe what I believe...exactly as I believe it...or I'm not happy...why are YOU so recalcitrantly stubborn in refusing to accept MY reality !!!! Of course the 'dominant hegemonic social reality' is what we are talking about...people are so stupidly ignorant...they imagine they 'know' based on 'sound logic', 'induction', 'irrefutable proof and evidence'...when all they 'know' is what they've been given to 'know' by 'authorities' and even 'controlled opposition'... just fuckers who've swallowed all the drivel force fed into their little narrow closed minds from birth....but it 'feels' RIGHT to them...so why won't YOU give up YOUR rebellious DENIAL of the SELF-EVIDENT TRUTH... and join the sheeple? Whats WRONG with YOU?

Fear as reasonable caution is positive...when your fears are unfounded, they limit your actions unnecessarily...and if your life is miserable, then you are better off taking the risks 'leben ist risiko', than 'playing it safe', no matter WHAT the potential risks...evaluating the REAL risks is one thing...e.g allowing freedom of speech and re-establishing constitutional rights is defined as 'risky' and 'aiding the terrorists' (who are totally your own government but you are told they are 'foreigners'), and 'we could have a return to Nazi Germany'...just because we allow people to openly discuss historical matters, and current affairs... there is no REAL risk involved...it is merely vividly INSISTED that it is a risk...and even WHAT 'Nazi Germany' means has been totally distorted and demonised...i.e the representations of 'Nazi Germany' people have are totally at odds with verifiable evidence / documented facts...the REPRESENTATIONS we have of most things is PURE PROPAGANDA i.e lies constructed with malicious intentions to deceive for a particular purpose of a particular cult with a particular ambition.....so must free ourselves of all propaganda...make it criminal ... before we have any change of allowing reality to interact with our impressions / representations of the world...as it was and is and will be, if we continue down this path...

NLP is therapeutic manipulation of our representation systems to liberate us of limiting beliefs and allow us to become sober, resourceful, reasonable, logical again...to remove the 'phobias' that have been constructed for us e.g of 'Nazi Germany' of 'Arabs' of 'Islam', of 'freedom of speech' of 'gun ownership' of ...

All assumptions must be stated...discovered and stated...then we must be free to continue an open-ended dialog / investigation / consideration / debate / discussion of these assumptions...we must never allow any 'dogma' or 'articles of faith' to censor us and limit our freedom to openly discuss and challenge any of these assumptions... if people want to worship rocks, or invisible 'gods', then let them...as long as they admit they are 'assuming' ... as long as they are NEVER allowed to deceive others and claim they 'know' something they don't...we can NOT allow ANY beliefs to go unchallenged...to become 'protected' and thus no longer 'fair game' for critique... NO secret societies can be allowed...no cliques of power and influence... truth does not NEED secrecy or censorship or 'protection'...if we ever taught the principles of sound reasoning, of compelling argument, of scientific method (which often become as dogmatic / religious as any system before it) ... and if we INSISTED on people admitting what is assumption, superstition, etc, and what can be demonstrated, physically or by compelling argument..to distinguish between the two...and allow no-one to coerce / trick / force / seduce others into being deceived about anything i.e advertising, misleading, misdirection, propaganda. Public relations, public opinion manipulation... we have to start at the beginning...work right back...as I do, as Hume did...what can we 'demonstrate'? what are the limits of 'knowledge statements'? what right do we have to lie to children, no matter how 'noble' someone convinces us we are being? Etc etc T

Confidence relates to means / self-efficacy in attaining X

Motivation relates to how we represent X and all the qualities we ascribe / associate with it... sure we love cars...but what do we assume owning that particular car will do for us? What pleasure / relief do we expect from it...'freedom'? 'excitement'? Same goes for 'success' and 'wealth' and 'power' and even 'marriage' and 'kids' and 'family' and 'promotion' and 'career' and 'home ownership' and 'car ownership' and ...

Confidence motivates us ONLY if we represent the outcomes of that effort / risk / sacrifice / gratification delayal in particular ways ... so that we EXPECT to satisfy our most motivating drives / desires / needs / impulses...e.g do we want a career to help people, to to get laid / married / status / prestige/ respect / satisfy our parents / feel good / feel happy / feel joy / feel secure?

So how you represent an objective / outcome ... has huge impact...what will attaining X MEAN...in vivid, concrete, explicit terms e.g how will it smell, taste, feel, look, sound ...

What do you REALLY want from your life? Will X bring it? Does 'winning the war' ever bring much for the rank and file soldiers and civilians who 'give all for the war effort'? Has it EVER brought enduring peace? WHO were we really fighting for? And WHAT? Oh, it is a criminal offense to tell you, of course...

I'd be stupid enough to go to jail for years and years, and suffer, just to tell you, and you'd just go, oh, Hmmm...well MAYBE if you got thousands of video confessions of all the top leaders AND it was reported in the corporate media AND really famous people we trust said it was true AND everyone else had ALREADY come out and agreed it was true, so there was absolutely NO risk involved in ME 'agreeing', well then maybe I'd simply overlook YOU, and your sacrifices, and act as if 'sure, I knew all along', you did NOTHING...so its really a no win for me, whatever happens, almost zero chance of making a positive impact, NO chance of receiving credit where credit is due, let alone be rewarded...at best I'd end up suffering and sacrificing for a bunch of fuckers who never deserved ANYONE to do ANYTHING for them...and who would just abuse their freedom to continue enslaving other sentient beings...so what's my motivation? ??? simply to seek the truth, and share what I find...and seek a vegan world...because THAT is the ONLY one that will bring any lasting peace, security, prosperity for ALL sentient beings...and only THAT is worth making ANY effort to realise...

Anyone who ever 'lead' knows that people are capable of much more effort, sacrifice, and risk taking than they usually employ / exhibit...slave masters especially know this...it irks them no end to realise that they are not getting the full effort out of their slaves...whips didn't work...torture didn't work...so they invented 'freedom' i.e the idea that you are free, and if you work harder, make greater sacrifices and take greater risks, you will be rewarded...of course a big scam...like 'representative democracy' with 'pre-selected candidates' and a huge circus and World Wrestling Federation styled 'opponents' on the local, state, national, and international stage...just by participating in the circus you legitimate it...time to leave the big tent...leave the clowns to perform for each other...don't let them make YOU the clown ...

I am a non-representative example, but show how 'values' fit into 'motivation'...sure I could sell stuff, whatever it was...be 'successful' at it...but my values prevent me doing so...to abuse any gifts / talents in this way is 'wrong' for me...and to 'benefit' at even the 'opportunity cost' of others is wrong for me...i.e sure people are going to buy a home, from someone...someone who lies and misleads and misdirects and overlooks and manipulates THEIR clients into buying homes from THEM...probably in most cases NOT the ideal home for the buyer...which is what I would look for for them...but they'd fall for the 'sales techniques' and buy from others who are just out to make money...so I'd fail...get fired...my sellers wouldn't grok it... and the buyers would be confused by my ethics...I'd feel empathy for buyer and seller more than worry about my commission...seeking to match the buyers and sellers...honestly...transparently... who'd buy a home with declared 'defects' when they can buy one that as far as they 'know' / 'believe' has NO

defects...none they'll work out until AFTER they're committed to the purchase?
Have moved in.

I could 'teach' according to any crap given to me, and pretend it was 'the best I could do' and the 'best' deal for the students...the most efficacious...be popular...they'd never know what they'd missed out on...I'd not be 'rocking the boat' and confusing students and 'challenging' authority...surely if a book's been published and sold lots of copies and heavily marketed it MUST be great? And this badly dressed guy turns up and thinks he knows better? With zero marketing budget ! Zero presentation? And HE'S telling us he has a 'better way'? Why should students or schools believe HIM? Surely the most effective teaching strategy is ALWAYS represented by well dressed people with great grooming, and massive marketing budgets with glossy presentations that promise the world ? ANYONE 'knows' THAT, don't they?

To me HIGHLY motivated you must want something (believing it will make you 'happy' and 'satisfied' and 'enviable' and 'respected' and 'accepted' and 'approved of' and 'loved' and 'secure' and 'self-realised'), and must be confident you know how to get it (that you have worked out the steps to take, and are capable of taking them)... if you don't believe your aims will lead to what you REALLY want, or don't know how to get it, or don't think you can take the steps necessary i.e do what needs to be done / have the talent / skills / competency – or can gain them...then you won't be motivated...you'll just 'turn up' and 'do the minimum required of you' and take the path of least resistance...hoping you'll die quickly and painlessly in your sleep so you won't have to face another day of this...

Conflicts can also block you...as higher priorities...values ... identities... sure you could 'succeed' and grab all the goodies, but in doing so you'd violate your higher level values ... be a 'sell out' ... a traitor to your own principles...so people are great at DENIAL and NUMBING...to pretend there are 'no victims' of your actions...no negative externalities borne by others...no costs imposed on others...that your 'benefits' cost no-one nothing...some 'positive sum game theory'...that all your 'lies' were 'noble'...and 'for the greater good' and that your 'means justify your ends'...and all that shit that keeps us repeating cycles of selfish greed, violence, cruelty, war, terror, torture, ...

Then there is the 'lack of entitlement' thing Vonnegut wrote of...how 'working class' people are conditioned NOT to feel 'worthy' and 'entitled' to happiness i.e as I grew up under same notion that 'shining brightly / standing tall etc makes others feel lesser / worse / inferior / unfortunate / overshadowed ... the idea that 'striving' is bad...something only 'taught' in working class schools...whereas the elites are taught the opposite...so working class people scared of 'success' as it is 'bad' and 'evil' and 'damaging' and 'harmful' to others... not to mention

Freud's fear of 'surpassing' and thus 'killing' the father...by being more successful...

People often sabotage self as do NOT feel entitled...imagine 'something bad just HAS to happen to me if I succeed ... the universe will NOT ALLOW me to be happy...I don't DESERVE to be happy...I am all the things the priests, the 'holy' books, the teachers, my enemies, malicious people, envious siblings and 'friends' alike and even parents, have been suggesting and openly stating all these years...how DARE I strive and be ambitious and want something BETTER for myself...and even others...surely if it was good enough for my parents, and it is good enough for my peers, it MUST be good enough for me?

Key for ethical people with principles beyond self-service and 'providing for my family' is to see if you can overcome ethical objections...find ways of 'succeeding' without 'selling out' or 'compromising' key priorities...but is it possible? Who will really understand what you are trying to do? Unless you have some 'unique selling point' that forces people to deal with you, work on your terms, operate according to your higher ethics, you will simply be 'left to your own devices'...which is a recipe for failure as all 'success' is a social product...even the greatest hero, with the best inventions, the highest ethics, the most reliable and trustworthy of people, will simply be crucified, literally, and their ideas stolen, and misused / abused, 'cherry picked' opportunistically, so that their moral ambitions are made a mockery of, and they are punished for, rather than rewarded, for their massive effort, sacrifice, and risk...

Ultimately most people suck...and those who don't aren't willing to oppose those who do, the majority...and risk becoming the next mobbing victim...so you can do everything perfect, and make nothing but enemies of everyone...your 'admirers' will remain 'private admirers', and provide ZERO public support or assistance...you'll be fucked...I've tested all the 'justice' of this world over and over, at every level...people suck...the systems are built by people who suck so they suck too...lovely worded 'mission statements' of course...but look at what Buddha and Jesus achieved...'some will understand'...if you are willing to work so hard, risk so much, suffer so much, so 'some will understand', then you are like us...but I would NEVER have children and demand this of them...that is cruel insanity...this world sucks...this plane... we may 'ascend' through our own actions and principled actions ... but we are NOT going to change THIS PLANE... even if I got a Vegan state / nation running, the Cult that rules this world would just demonise us, and have their 'very best people' crush us pitilessly in 'pre-emptive strikes' based on propaganda lies about our intentions and actions...and so 'with the very best intentions' the 'very best people' would be tricked into destroying the last hope for this plane...so we're fucked...unless we inherit some super powers...or strangely millions and billions of people suddenly 'grow ears to hear' and 'eyes to see' and 'wake up' from

their ‘dogmatic slumbers’, and this pathetic notion that you can achieve lasting personal happiness and peace and joy at the expense of other sentient being’s suffering...

A goal must be ‘worth the effort / risk / sacrifice involved before it becomes motivating...just to desire ‘a ferari’ or ‘to allow people to know the truth about something important’ may not ‘**justify**’ all the effort / risk / sacrifice / opportunity costs / actual immediate costs ... because it is NOT enough in itself...usually it forms part of some greater desire ... and if the greater desire won’t be met by getting the Ferrari, or enlightening a few people about something, then it won’t motivate... really the ferari represents something, and the ‘awakening’ is intended as a step...just a step in the right direction...and if ultimately you believe that you might achieve that one step, at massive personal costs / suffering / loss / risk etc but that the people will NOT take any further steps ... it won’t be worth it...it will be pointless...the step / car is not an end in itself...just a symbolic victory / step... WHAT IS IT YOU REALLY WANT / DESIRE ? if you can’t see yourself attaining it, then all the pretty baubles and ‘achievements’ won’t mean a thing...sure, we can make people face the facts about 911, ‘The truth about Nazi Germany’, the truth about the cult that rules this plane...but what then? What if I succeeded in all these steps, and freed the slaves...JUST SO THEY COULD GO ON TO ENSLAVE OTHER SENTIENT BEINGS... what’s the point?

Here’s the thing about willing self-sacrifice. What sort of role model is that? Basically one of slavery. Serving others voluntarily is great. The only way to lasting prosperity...but what if the OTHERS are merely going to take advantage of this, and treat you, and all those who model their behavior on yours, like fools...with contempt...and exploit your good nature? ... and then trick you with propaganda, and all your offspring, forever, into being good obedient slaves to an evil system and evil people? ... you see your best intentions will have lead countless people into slavery, for eternity...they’ll even ban your ethical teachings, or corrupt them so they do evil / harm, rather than good...

Now it seems unlikely to me that we have only one life...but I cannot ‘know’ anything...and it would be wrong to encourage a world where fuckers can take advantage of the good natured few...it is wrong to encourage this...what is right is a sustainable, balanced view of life... you see if life is eternal, and I can find no reason to believe otherwise, though I hold NOTHING dogmatically as ‘fact’ or ‘truth’, then the same behavior is even MORE important to avoid i.e of allowing slavery of the best by the worst...by the masses...because it will possibly therefore become an ETERNAL slavery... unless there are different ‘planes’ where different sorts of people are new-incarnated and so the ‘best’ DO escape the lower planes, and leave the would-be slave masters to enslave each other, eternally, so that one life one is a master, and another 100 lives they are a

slave (do the math people, if 1% control the world, then you'd only get a 1% chance, each life, each new –incarnation based upon your will / desire to live in a slave society (as a master of course) of enjoying the 'benefits' and being a 'beneficiary' of slavery...in fact, including animals, we are looking at tiny odds...most likely you'll be born a battery hen or calf, or a really exploited third world slave...

Enjoy your live-boiled lobster, and look forward to being boiled alive, many many times, over the course of your future lives !!! is whatever 'benefit' you gain at the lobster's expense REALLY worth it, when you KNOW that many times YOU will be the lobster? Hey, your choice. But don't force OTHERS to participate in YOUR idea of fun...

NLP 'As if' representations...i.e vividly imagine you've attained the desired goals, in every representation system, and using the sub-modalities that make things feel 'real' for you...so the future condition really feels / appears to have been attained...this will motivate you if it DOES bring the benefits / rewards you'd hoped for...but what is like, in the Hessed Buddhistic tale, getting what you 'want' brings nothing but misery, as Ecclesiastes says, it is 'in vain' ? Then you can step back and reassess your goals. Avoid making the mistakes you see realised. Buddha calls it 'remembering' i.e 'remember' yourself having achieved all your desires...how does it feel...did it really bring what you'd hoped? ... what do you have for all your struggles, worries, anxieties...for all the harm you've suffered and committed in 'realising' your ambitions / plans / objectives / aims?

If you cannot act 'as if' you have attained a state / are the person you want to be, how can you possibly become it / reach it? So first step is to vividly portray it...or even better 'remember' it...act as if you are remembering something already attained...say you won the noble prize yesterday, or yesterday celebrated your 10 years of sobriety / control of your bad habit ... or 'graduated' or 'took possession of something you've always dreamed of owning... some will call this 'manifestation'...telling your subconscious / the universe what you REALLY want...so it can manifest it...or 'being-cause', and manifesting it yourself, via resonance / law of attraction / law of manifestation...but be sure of the ecology...becoming slave master is great maybe, until the slave rebellion, or the next life when you inherit that SYSTEM you desired, but NOT the position at the top you always associate with slavery ... rather the misery and frustration and suffering of the slave ...

Be sure to 'imagine' / engineer a way to have what you want at no expense to any other sentient being...THAT is the challenge...you can steal from charities and buy a ferariri...but how ecological is THAT? ... or sell your soul for

‘success’...compromise your integrity, and end up paying a hug price for some trinket / empty status / vain glory / success...

Acting ‘as if’ you are who you want to be clarifies what you REALLY desire...and also lets you identify HOW to attain it...rather than some vague idea of ‘success’ and ‘acceptance and approval’ or ‘wealth’ or ‘independence’ or ‘self-esteem’ ... it makes the whole ambition ‘real’ for your mind...something concrete to work towards...lets you manifest it ... how to ‘manifest’ a vague notion of ‘happiness’? ... or the ‘wisdom’ you ‘feel’ while stoned, but could never articulate...because all you were doing was ‘feeling’ you ‘knew’ something amazing...you had the feeling...NOT the insight... most people can’t distinguish between the two...Hume clarified the fact that ‘objects’ are just associated impressions which are constructed INSIDE our minds...there are NO colors, music, or even ‘objects’...just the separate sensations we experience in relation to what we construct as ‘solid objects’...say the redness/greenness, and sweetness, and aroma, and weight, and mass, and texture, and taste of an ‘apple’...all these impressions exist on their own...we bring them together to ‘construct’ or ‘produce’ the ‘idea’ of an ‘apple’ in our minds... this is a great way of thinking about ‘representation’ systems and ‘the world as will and representation’, and of ‘sub-modalities’...all pure David Hume...over 200 years before the term NLP was ‘coined’ (and NOT by any of the people WE associate with NLP today)...

‘Remembering’ and ‘as-if-ing’ i.e vividly imagining, automatically overrides our habitual limiting beliefs...rather than say ‘oh yeah, that’d be great, but for X and Y and Z reasons impossible’...we jump forward to AFTER ... construct a ‘fait accompli’ that leaves our minds wondering HOW, and WORKING OUT how, we achieved it...so rather than seeking excuses for why we can NOT have it, our minds are now wondering, actively working on, explaining HOW we DID achieve it, and thus how we CAN attain it...

We become more flexible in our thinking about this ‘nominalisation’ / ‘ossification’ / ‘rigidly fixed idol we call our ‘self’...we open up our minds to the ‘thousand flowers of the soul’ ... all the limitless potentiall we each possess...but which we forget / repress / deny ... have repressed / denied by others, who want to keep us stuck in some rut as this limited ‘self’ THEY are happy for us to remain...while THEY seek THEIR fuller potential at OUR expense...you see slavery requires slaves...and people who think they cannot ‘compete’ and that ‘competition’ is the ONLY form of social interaction, feel threatened when any OTHER person seeks their own self-realisation...as if there is a limited amount of acceptance and approval to go around....a limited amount of wealth, status, prestige, privilege, better living, nicer things, ... to be had...when in fact it is always by encouraging the BEST in everyone, that we flourish as a society...and gain security and prosperity...but most people in

positions of power are FRAUDS...they can NOT deliver what they are supposed to...we didn't give and allow them to maintain privileges to massage their egos and benefit themselves...but to serve society...to serve US all... and they are mostly frauds...unwilling to be exposed, to allow TRUE leaders to take their positions, and do something good with the power and privilege...we are NOT born with equal potentials ... but if we all had the chance to employ and realise our best potentials, we would ALL be much better off in every way...though not like 'Atlas shrugged'...where some preposterous notion that 'individuals produce massively more value than others, and thus deserve to consume massively more than others'...B.S...easy to debunk... while it is equally WRONG to want to cut down tall poppies because they cast a shadow over you (just fucking move back into the light dumbass, why compete with them?) and make you feel 'smaller', or to deny people MORE who have made greater effort, sacrifice, risk etc...But shit. Bill Gates would live a great lifestyle if left alone on an island with his genius...right? It does NOT depend on Society / or all his potential beneficiaries of his genius, right? He CREATED Billions in VALUE right? IT is NOT the people that give his genius its value, right? He'd be just as prosperous living alone with his fucking genius on a deserted island, right? Or?

Balance fuckers. Moderation fuckers. Honesty fuckers. See you on the higher planes when you've grokked this, fuckers...

On a neurological level, vividly imagining what you want activates processes and opens up potential pathways...vividly imagining juggling or driving has the same effect as actually juggling and driving...even developing muscle memory...which is why GREAT guide writers who take the fucking effort and honestly evaluate their own directions / instructions on all representation systems in all sub-modalities, can actually allow anyone to learn anything, simply by reading a description...for it produces a clear mental image / idea of the thing...clear enough for the mind to respond 'as if' the person is actually seeing and doing and hearing something...and thus make it possible, when the person actually goes to apply the steps, to reproduce the steps...to decode what the lesson writer has encoded...usually the writer misses so many steps, gets the order tangled, breaks things down into totally non-intuitive chunks e.g breaking up a musical phrase or movement into 3 stop and start chunks that totally remove all the 'feel' of the piece, and make it impossible to re-build the piece from the chunks offered...or at very least introduced tonnes of totally avoidable frustration ... hey watch this...as I do 1000 things, and only 3 of them are 'relevant', and leave YOU to work out WHICH 3 things I am doing that are producing the effect / outcome I am supposedly describing/ trying to teach/trying to allow you to reproduce...just watch a guitarists fingers and try to guess which finger is actually fretting which fret, in what sequence, as you try to 'track' all five at once...and compare that to the 'model' descriptions I will soon be offering of some of my favorite pieces of music...from Sweet Home Alabama to Little

Wing...chosen because of the techniques they demonstrate, which can 'open up' your way of thinking about playing, and playing...

If you do it right, you can teach anyone anything...if you don't miss any steps (because you've forgotten about them / they've become second nature to you, maybe you never learned them, but they just 'came' later, after years of frustration that they would NOT come...but which someone could have made explicit right at the start...like how hard you should / need to press down on strings, or string muting, or how simple it is to learn EVERY scale / interval pattern from this TTS TTT S, and +5 and +4 etc...

If you can't imagine something, how can you manifest it?

Well actually most 'inventions' were stumbled upon quite accidentally, with the 'inventor' not actually 'seeking' to 'realise' THAT particular 'invention'...but that's another story...told in my other books.

What imagination does is allow us to break down mental prison walls...to eliminate or bypass or jump over, limiting beliefs....If you think you can't, or you think you can, either way you'll be right...if those beliefs lead to action / inaction / striving / giving up / motivation / despair...yes our thoughts are THAT powerful...most people suffering severe debilitating depression are much better off than other people in the world, objectively, who are quite cheerful...it is how people think about their lives...especially lack of positive purposefulness...e.g having an ambition / purpose / aim / objective that you expect will yield benefits / satisfy / make you happier, and feeling you have the means to attain those objectives ... so the most successful suffer from a lack of purposefulness as much as the prisoner in isolation, or the prisoner of abject poverty and denial of access to resources...

If we limit ourselves to our 'personal history' a.k.a 'self' as we define it / know it / believe it to be e.g 'I'm no good at guitar', then we will become ossified as THAT identity...an idol...no longer a living, generative, open-ended system...but an idol of stone, wood, and flesh...not living flesh, but ossified flesh... limited as a 'self'...which becomes a prison, rather than a 'base camp' for further exploration of the wider universe... what you HAVE been is just chance...what you CAN be is open-ended...or at least much more open-ended than most people are deliberately tricked into believing...probably completely open ended..infinite...and yet you think you are 'YOU', this 'self' that you've inherited by pure chance...

How few 'self-created' people are there? Zero really. It is all inheritance...but what of the truly inspiring people...not the ones born to genius, who had every possible opportunity handed to them on a plate by life...but the people who had to really 'drag themselves up by their own bootstraps'...which you cannot do, of

course, but it is a metaphor for ‘overcoming challenges / obstacles / objections...these people are the true inspirations for us, as most people on this earth are being deliberately held down and held back from reaching anything like their true potential...I mean as loving, caring, sharing, satisfied beings...they are being denied information about their true natures, and the nature of this reality...and of all the things contained in my guides...so please seed them, translate them, share them, so that everyone can benefit from them...no limits due to language, money, luck...

When trying to imagine things, we tend to hit ‘roadblocks’ of ‘that’s not possible’ or ‘that’s not ME’...’that does not belong to my way of seeing my SELF’ ... and THESE are the REAL obstacles to our freedom / progress...subconscious limiting beliefs...’I could NEVER be happy’ / slim / successful/ loved / deserving of acceptance-approval/ a good parent / gain that significant other’s recognition etc...

So the exercise is as revealing as any ‘therapy’ process could be. When people can NOT vividly imagine something in all representation systems / sub-modality qualities, it indicates they have limiting beliefs blocking them from reaching their full positive potential..

Of course be realistic...we cannot all be ‘physically beautiful’ (unless you submit to eugenics, and wait until a next life when the program has yielded its benefits, and ALL people are born with the potential to be beautiful...physically... and we have different skills, talents, innate gifts... but most of us NEVER realise the potential we have...we give up way too quickly...we are not offered the resources and information and training and education we would require to realise our potentials...and most ‘training’ and ‘education’ is really crap...seriously bad...expensive...excessively frustrating and irrelevant, to our aims / our needs...all artificial barriers to our self-realisation...which my guides seek to totally eliminate...in fact if people would take me seriously, I could design programs in EVERY area of life, from brain surgery to engineering to the most important skill, being able to teach others to teach people what they know / have learned / innately mastered / intuitively grokked...so that we could share everything with anyone willing to make the effort to learn...seriously brain surgery or engineering is no more difficult than sewing or making mud bricks...there are just lots of steps, layers, integrated steps and layers...to be mastered...in the correct sequence, to make the progress smooth and relatively frustration free and effortless...

Of course Marxism and all the other Cults (which people call religions) abuse this process, by getting people to imagine very vague ‘utopian’ situations either in this world, or some next world...then offer ‘means’ to attain these ‘ends’...usually war, destruction, slavery, submission to arbitrary authority and

arbitrary 'laws and statutes' and 'rules'...utopian visions are dangerous...people imagine 'the ends justify the means'...the most dangerous person is the one with a vividly imagined 'perfect utopia' in their heads as they torture, cruelly 'rip apart pregnant women' and 'dash the little one's heads against the stones', all in the name of this 'perfect utopian vision'...because of course if the ends are so 'perfect', then 'anything' is justified to attain them, right? So you'd better be careful what sort of 'as if' you imagine...that it IS realistic, ecological, consistent with human nature, and the nature per se...etc

We can use imagery to activate our subconscious into performing tasks we could not consciously perform, from co-ordinating all the muscle impulses required to 'stand up and remain standing without falling over', to re-programming our immune system to stop identifying 'friend as foe', and to correctly identify 'foes' and destroy them ... pretty much what my 'criminal' work before this book was about...of course the foes control it all, and they wouldn't let little old me inform you who there were, and what they are planning, and how close their plans are to total realisation, would they? And you wouldn't listen even if I was willing to ruin my life just to inform you, would YOU?

We really need to teach some people to dream again...to hope again...to desire again...to think it possible again...to be happy, to be content, to live again...most of us are subconsciously numbing, medicating, denying, even killing our 'selves'...we do NOT want to BE... most too cowardly to admit it...it is not socially acceptable !!!

You won't make the effort, sacrifice, take the risks, unless you are motivated by an imagined future self / situation that would justify all that effort etc....whips and threats may get you to do the minimum to stop the whipping / torture, but slaves are rarely very productive, and they die at the least opportunity...

'5 year plans' are one thing...especially when you can 'fake' the outputs...and the system is so corrupt that this becomes standard behavior...so you get you 1984 styled 'increases in chocolate rations' which end up being less rather than more...but hey, who will go to prison to state the obvious?

To escape history, we need to be able to imagine an alternative...then have others share that imagined alternative...honestly...not disingenuously...remember 'the capital of Marxism is deception'...Das Kapital is deception. Disingenuous. Illusory. Not a genuine offer. Just propaganda to trick people into committing horrific acts of cruelty upon each other, so that a particular Cult could seize power...oops...

You have no idea how brain bashing hard it is to really ensure you grok something enough to encode it for others...then to encode it... no wonder most 'professional' books are half assed as far as I'm concerned...they tend to explain

the obvious in great detail, which was totally unnecessary, and then totally 'skip' and 'mumble' and 'bluff' their way over the hard to explain stuff...who'd bother just for a paycheck? You'd have to be passionate about wanting to grok something yourself (not just pass a test and get a PhD and job) and then to want others to be able to grok it too (why do that when your entire capital is invested in the exclusive comprehension of something / ability to do something? What would the guild say? The professional association? The monopoly? The patent owners? ...

At the first stages, you'll have to keep getting yourself / clients to 'act as if' a.k.a 'imagine' 'you have already solved that problem' e.g 'I cannot imagine myself being happy, I don't deserve to be happy'... you'll have to get them to pretend they already have, some way, overcome this obstacle, simply to get them to be in a position to imagine the outcomes they truly desire...it is impossible to vividly imagine having achieved your hearts desire, if you are totally convinced it would be impossible to even take the first steps / overcome the first obstacles e.g learning some new skills / breaking some old habits / removing some fixed definition you have of your 'self' / identity ...so at first it has to be all 'pretend'...and ultimately ALL trance therapy / hypnosis IS pretending / role playing...we are ALL playing ROLES every moment of the day...just so well 'conditioned' and 'scripted' and 'habitual' that we forget that is IS just a role...one of many potential roles we have to chose from...and we do not HAVE to play it... we can 'step outside of our 'self'...learn some new scripts, get some new props and costumes and make-up, find a better director / producer...work a different genre...free the 'thousand flowers of the soul'...

Complex equivalences? Simpy that we define / associate e.g hard work / luck and success, cheating/honest dealing with becoming rich, women/shoes/men/submission/dominance with sexual pleasure/arousal i.e. X and Y, the most basic being 'cause and effect' and 'free will' with 'precedence and antecedence and proximity, and 'I' want as if 'wants' were chosen by 'I'...etc...

People are conditioned to associate / define things in particular ways, so they have knee-jerk emotional reactions to e.g 'Adolf Hitler' or 'Nazism' or whatever and whomever has been targetted for demonisation and via propaganda, demonised...and associated with all manner of inventted 'crimes' and 'horrors'...People used to automatically genuflect before priests, as if these men were 'intermediaries' with gods...and fear them as much as they feared the imaginary god's powers...

Most people 'equate' as 'equivalent' 'having lots of money as being 'rich' and 'successful'...being married as 'successful', having a family as 'contentment', having public esteem as something worth selling your soul for / totally trashing your integrity / being a total hypocrite for... how ironic... and 'getting ahead' as

‘smart’ Vs ‘challenging authority as ‘dumb’...one gets you promoted, the other fired and put in prison...

The idea that war can ‘effect’ peace i.e. ‘cause’ it is one patent absurdity

Or how about ‘you can do unto other sentient beings as you will, and expect the universe, and other sentient beings, to do exclusively fairly / justly / humanely / considerately / sympathetically / empathetically, with YOU and yours !

The majority are against me, so I MUST be in the wrong?

People all agree I am wrong, so I must be?

Everyone hates me, so I MUST be in the wrong? Ask Jesus about these, or Buddha, or ANY real philosopher EVER

What is YOUR ‘evidence procedure’ i.e. ‘reality strategy’ i.e. how do YOU decide what is ‘rational’ and ‘compelling’ to believe? Why do you insist on believing ANYTHING at all? Why do you NEED to imagine you can KNOW with certainty, anything at all? And if you cannot ‘prove’ anything, why insist on forcing others to ‘believe’ or at least be hypocrites, and ACT as if they believe, other than to en-trance and brainwash them...why? POWER...

Einstein: everything should be made as simple as possible, but no simpler...

We seek to simplify complexity...to express it as simply as possible...often at cost of precision / accuracy and lead to nominalisations / equivalencies / definitions / models that are TOO simplistic and ‘miss the point’ ... why bother ‘feeling more comfortable’ by simplifying everything, then realising ‘nothing works’ based on these simplifications...we are just avoiding the problems...

Finally, in the last work of NLP I consult, a reference to David Hume...quoting Einstein !!! ...AND THEN DILTS STATES ‘WHAT EINSTEIN IS SAYING....’ AFTER EINSTEIN REFERS TO DAVID HUME...WHAT THE FUCK IS WRONG WITH THESE NLP PEOPLE? THEY SIMPLY CANNOT GIVE DAVE THE CREDIT HE DESERVES ??? ONE OF THEM IS ‘CHOSEN’ AND THE OTHER A FULL ON NON-THEIST..GO FIGURE! CULT MUCH? ...’ACCORDING TO EINSTEIN...’ WTF ... HE WAS REFERRING DIRECTLY TO HUME, BUT DILTS HAS TO ASCRIBE THE ARGUMENT TO EINSTEIN? WTF ...THIS IS AN NLP ILLNESS...’EINSTEIN’S POINT IS THAT’ WTF !!!

Aristotles ‘causes’...Hm...basically we are on a trajectory (inherit the momentum of the products of past interactions) that is maintained by this momentum until something interacts with this product, changing the trajectory /

giving it a new direction / character / quality... idea of some future 'fate' 'pulling' as a 'cause' is so 'human' ... we can see it as an objective / aim i.e motive for action... so we have 'push'-pull and 'interference' ... in my words...

Say you inherited a cultural affiliation with a Cult that has been constantly in trouble with its host nations...you want to avoid future trouble...how you define the 'reason' this trouble occurs is key...because they envy you your status as 'chosen people'? ... is that reasonable? Is that status so important to you that you'll risk more 'pogroms'? ... maybe the Cult leaders actually behave in ways that justify such pogroms? Maybe you should find out? Will you keep blaming the 'hosts', or seek solutions / problems in your own community / leaders / way of behaving? You can build nukes, and kill everyone in pre-emptive strikes, who you are told are 'enemy'....has THAT worked for ANY civilisation for long?...or you might ask yourself the hard questions...'what am I contributing to the situation? What COULD I do DIFFERENTLY? what response-ability do I have? What about my community leaders? And powerful members? Who is my REAL enemy? Some 'non Cult affiliate', or the Cult leadership itself? Maybe the Cult is NOT worthy of my membership / respect / admiration / affiliation? Or maybe just blame everyone else but myself, and my community leaders / powers, and just go on repeating history? Of course this time we will defeat ALL our enemies...the ENTIRE WORLD....right? And then what? ??? utopia? Really?

What ARE the core values of your cult? Really? In practice? What does it DO? What are its MEANS? And what ARE its ends? REALLY? Historically seen, how have these values been expressed? In dictatorial cult prison societies? Gulags? Prison states? Censorship? Propaganda? Joy and peace and fulfillment? Utopian heavens? Really? Oh, but for some strange reason 'someone ELSE was to blame for the failures of your values to realise a perfect society in the past, right? OTHERS...THIS TIME IT WILL BE DIFFERENT? Really? Are you really sure you've seriously researched your Cults true values, and intentions, vis a vis this world, and YOU? Why did your cultural groups very first king attempt to eradicate, with mass murder, the Cult you serve / are affiliated with? And why have you had no 'King' since then? Only 'priests' of one sort or another, and terrorist 'leaders' whose means are genocide, deception, propaganda, lies, censorship? And nukes !!!

To speak of 'knowing' one thing and merely 'believing' another misses the point entirely...we know nothing...we only believe, with more or less compelling arguments to support what we believe ... usually no more than 'transferred authority' i.e someone else says so / claims to believe this ... they even wrote it in a book, can you imagine ! wow...what a compelling argument...oh, and they wrote it thousands of years ago wow...tradition as well...how to compete with such strong arguments? hey? Really? Zombie much !!!

Correspondence is really random, vis a vis our mostly arbitrary ideas about how the universe works...assuming there are actually stable laws...and that we can guess them...is like sitting in a virtual reality game some programmer with a wicked sense of humour has programmed...arbitrarily setting up interaction-outcome combinations to lure you into 'imagining a pattern' and then 'imagining you can predict' the patterns next evolution...and YOU reading some kind of 'law of nature' into the programmers random / arbitrary selections...

Oh, last night...reflecting on Humes 'bundles of qualities' vis a vis 'human nature / the nature of the 'self'... the 1000 flowers of the soul...of Hesse / Buddhism ... my own 'one step enlightenment' program i.e what is 'ME' except the ability to feel pleasure, pain, and relief...all of which at present, in this form, are triggered by electro-chemical triggers ... themselves triggered by what we are conditioned to experience as 'external' triggers e.g the mango and its delicious texture and aroma and flavor...but we can 'recall', in all senses, literally, like 'recalling a faulty product' i.e 'bring back' all the sensations triggered and 'smell and taste and feel' a mango in our dreams / imaginations...we don't need the mango... something interesting...if our true 'self' is incapable of 'creativity' i.e it knows everything, is everything, ... bored...the matrix evolves novelties...IT creates via binge and purge of all possible combinations of frequencies / resonances in the Energy-Matter-Consciousness matrix...so IT produces 'mangos', but once it has, we can replicate this 'experience' at will... are we here as 'workers' to 'sample' the outputs of evolution? A sort of 'necessity' to expand our range of experiences? so we can put them 'in the bank' for all to access later? But anyway, the old trick of 'taking away' bits of 'us' to see what is 'necessary' to still remain 'us'...the minimal 'us' ... what is it? Brains in vats go so far. But the brain can't 'feel' / 'experience' it only 'reckons' and 'processes' and 'computes'...something ELSE feels pleasure, pain, relief...or ?? a few molecules can reproduce and build a nano-tech structure that feels? sentience? Consciousness? Epiphenomenally? i.e as a product of interactions, that ceases when the interactions a.k.a 'death', occurs?

N.B that 'certainty' would remove part of the 'experience'...e.g if you can have it all, any time...does it have less value than when the satisfaction is uncertain? Look at entitled privileged children and what they become...what they do with their resources...are they 'more satisfied' than the people who work hard towards valued goals, and attain them...modest goals... do the air hanger of luxury collectible cars give the owner more satisfaction than the beat up ute the central American 'taxi' driver has just managed to pay off, and now 'owns'?

Purposeful action...as Nietzsche put it...a yes, and a straight line...why all games are addictive, whether social or computer ... to be-cause...to will something and 'thy will be done'...that is the essence of power...of addictive

games ... whether target shooting, or sport, or virtual reality games, or social games like 'success' and 'status' and 'prestige'...'pulling off' anything is satisfying, whether the perfectly elegant hand-brake turn, a dance move, a guitar lick, or a 'deal'...intrinsically satisfying...you can't beat true 'achievement' of your goals / objectives ... it is 'god'-like in nature...to 'be-cause'...to will something, and see it realised...to aim, and to hit the target...whatever target...as metaphor...some people suffer their whole lives to hit invisible targets like 'a place in heaven'...others have real targets such as 'a garden that self-reproduces all the food I need, provides the recreational and therapeutic 'drugs' I need, prevents sickness and ensures food security and tasty, health-bringing meals...or 'to be the richest person on earth' or 'the most powerful person on earth'...tell me which are likely to cause harm and which bring real lasting satisfaction, at ZERO cost to any other sentient being...which is the true 'positive sum' game?

We 'manifest' our REAL values ... for better or worse...you can all have ferari's? really? At what cost ? Oh, you intend passing that cost onto OTHERS...great idea...just make sure OTHERS don't get that same idea into their heads...Hmm...encourage others to be humble in THEIR wants...you know, like the 'Princes of the Church' and other Cult leaders, wallowing in private luxury and excess, while praising the merits of abstention and selflessness in OTHERS...the masses of course...

We are motivated by REASONS...hence Aristotles faulty 'first cause' as human will ... fails to go deeper...where does our will originate? ... do we CHOOSE to find pleasure in sex? Or to enjoy eating mangoes? Can we CHOOSE to enjoy eating shit sandwiches and in abstinence? Well THAT is what cults trick people into doing, really...shit sandwiches for the masses, delightful menus for the 'Princes' of the Cults...and they lap 'em up...yum...gimme more...and sure I'll fight to the death anyone who tries to 'enlighten' me about the nature of my sandwiches, and how I'm being scammed...

We are only 'committed' to what we 'believe' in...independent of how absurd those beliefs are...people do the most extreme things for mere 'beliefs' that a child would be able to debunk, if it were free to...today it would be taken from its parents and raised by the Cult dupes...

Compare 'I will never be able to X because I can't Y' to 'As long as I don't work out how to do Y / find an alternative to Y, I won't be enjoying X, so let's see how to go about working out how to do Y, or finding alternatives'... one is defeatist / closed / limiting belief...the other is pure feedback about what needs to be done, leads to action / motivation rather than despair / stagnation...

We often assume that 'X means Y' e.g. 'you don't buy me flowers, you don't love me'...i.e. equivalences... or that X causes Y e.g. not buying flowers will lead to my wife leaving me...

We can debunk the limiting belief with one counter-example e.g. someone like us who did what we want to do, but fear is impossible...or like Erickson, mine the rich history we have of having learned to do stuff e.g. walk, any 'successful' attempt at anything...any challenge we've overcome, any target we've reached...or use characters in stories to suggest to unconscious that it is possible...

Beliefs have own 'rules' of evolution i.e. birth, life, and death...when we attack them, they defend themselves, when we repress them, they emerge in secret disguises...so how to 'change' beliefs of self and others? ... this happens naturally all the time...in fact people tend to 'flip-flop' on very important 'beliefs' ... some people imagine it a 'strength of character' Never to have changed any of their beliefs'...my mum is proud of this strangely enough...like the emancipated cult members, perhaps my own liberalism and open mind and flexibility is a reaction against her nature / behavior?

Dilts claims beliefs can be surprisingly simple and easy to change once we respect the natural process of belief change...really? Is he speaking from experience? Of course we ALL imagine WE are not fooled / fools ... that WE have 'sussed it all out'...and 'changed our beliefs where others remain 'fooled'...right? All those dreamers dreaming they have awoken...all those deep trance zombies who have 'freed' themselves from one level of trance, and imagine that current level of trance they are in is really 'clear' of all illusions / trance states, and 'reality'...Oh my, all you 'Info Wars' viewers and devotees of Putin, Trump, Chomsky, Snowden, Assange, Edmonds, Watson, Molyneux et al.

N.B. on skepticism's POWER...it means you doubt even your doubts...no limiting belief remains 'dogma' / 'an article of faith' any more than any delusional self-belief e.g. 'I can fly' and all manner of delusions of grandeur / efficacy...hey, like Socrates before they killed him, I believed 'one person can make a difference'...but really take a look at history to discover who your heroes REALLY were...and who was behind them...and what they REALLY did and how they did it...they were all puppets who died in shame, having realised how they'd deluded themselves, and been used by malicious powers...imagine a Wilson or Roosevelt imagining they were doing 'god's work' and 'defeating evil'...when they were destroying the last hope for humanity, and committing genocide for the most vicious cult that ever emerged from the primordial swamp...the 'good guys' of history, like Churchill, who was no more than a deluded alcoholic hired gun for the cult...single handedly destroyed Europe,

handed it over that Cult, and destroyed an empire...because he did it for the Cult, they rewarded him and glorified him, like Moses, the other genocidal fucker who betrayed the very people who saved his life, and placed all their trust in him... and the 'adversaries', from Lucifer himself to the last great hero of humanity, who I dare not name as it is a crime to utter such blasphemy (it is all religion folks...all Cult business) and heresy ... are all thoroughly demonised...check out Plutarch's 'Lives', go back as far as you can in recorded history...no individual with the best motives ever got anywhere...and if they did, they were destroyed utterly, and demonised for all time for daring to try...so even I have now become skeptical of my potential for good on this plane...haven't given up, but very sober...now I realise that even the best people's actions can be employed by the cult to serve its worst ambitions...you can't win...because the cults offer people what they truly want...slavery...only they all imagine to be the slave masters, not the slaves...when will they learn?

Well, like Socrates discovered, you can NOT teach people anything...that they do not WANT to understand...they WANT to believe THEY are exceptions, and can 'do unto others as they please' with zero repercussions...for they DESERVE special treatment...they are entitled...like Socrates I thought if I made it perfectly transparent, how what people do comes back to haunt them, and showed them alternatives with zero negative externalities, they would desire them, maybe even thank me for my work...but no, people are NOT interested in ethics, and logic and reason and justice...none I've found anyway...there might be a few like me out there...but most are lost in their own trances...different levels...and cannot be reached...they will follow an argument just so far, then simply deny it, reject it out of hand...not want to continue...as I 'tricked' them into having to change their BEHAVIOR...to be consistent with their SUPPOSED values...which are masturbatory in reality...and not universal principles guiding their actions at all...

So how DO people REALLY 'choose' their illusions / beliefs / fantasies / models / paradigms / deceptions / delusions ? Most are implanted from birth, and chronically re-inforced / built-upon / deepened / strengthened by propaganda, conditioning, socialization, movies, books, 'news reports', etc... so no 'choice' there really...few people born 'catholic' or 'muslim' or 'Conservative' or 'Liberal' 'escape these beliefs...they may 'rebel' for a time, but implants are like elastic bands that eventually pull them back to their 'roots'...usually because 'political' beliefs tend to be 'self-serving' i.e based on perceived self interest, and people tend to remain in the social-economic-status position they inherited, even if they 'drop out' or 'make good', then tend to 'fall back' to their default position they inherited...the lucky have all the connections and resources and inheritances and social conditioning to 'make good' even after 'a fall', while the most hard working 'working class' people make great targets for those 'entitled' folk, but even better targets for 'tall poppy syndrom' from their 'own'

kind...Hmm, so people vote according to their own little self-interests...lower wages if you own shares or manage, higher if you work for a living...etc...no brain surgery level intelligence required here...oh, and of course the Cult pre-selects candidates on both sides, and if they feel the 'other side' is more likely to win, they will simply change the party of their most popular pre-selected puppet...history is full of it...usually just before major wars...like Churchill in Britain, and Wilson and/ or Roosevelt in the U.S. Got to check my own notes.

Interesting utterance: 'I want to believe'...isn't this 'faith' ? who REALLY believes what they claim, acts in accordance with / consistent with / with integrity with / without hypocrisy, those claimed beliefs...a 'leap of faith' is a silly notion...really means 'just wanting to believe and pretending to'...if believing you could fly was enough, then most 'leapers' would fall, as they do NOT really believe...maybe this is the way out of the matrix, as in Don Juan MATthis' case, or Carlos Castaneda's if you doubt the 'non-fiction' claims of the author for his works / histories / descriptions ...

If you REALLY believed in heaven and hell, NOTHING would be more motivating that the fear / desire for these...NOTHING could compete...people clearly do NOT believe...how many 'Muslims' live 'as if' they believe in heaven and hell, in the koran, in the words of Mohammed? ... I've yet to meet a 'devotee' of any cult who REALLY believed...the MOST devout are the fakers...who openly admit among themselves that they are fakes / frauds ... that religion / cult fiction is no more than 'noble' lies...at best...most are totally skeptical worldly realists...abusing YOUR gullibility to amass unbelievable power and privilege and luxury for themselves...which they dole out to reward their 'faithful' servants, as ALL hierarchies do...ALL power systems...which is why they WORK... long after they should crumble and fall to dust...long enough for the cult to move HQ to a new host ... and 'rinse and repeat' the scam...till they have the entire world under their control...

People are capable of 'entertaining beliefs' only up to the point where the new belief asks them to 'give up' some perceived benefit / privilege etc, or to define some of their past behaviors, and future plans, as 'unethical' and 'unacceptable'...then you lose them....yeh, sure I'd like peace...what, I'd have to treat others as I want them to treat me? I'd have to give up my 'exceptional entitlements' due to being born human, in a particular nation, in a particular class / caste / SES group, with particular 'strengths' and 'advantages'? WTF? Give up something? NO WAY...hey, peace would be nice, but not at ANY price...like UNIVERSAL justice and rights...and you've lost them...My optimal ethics generator / universal veil of ignorance would solve the problem, if people WANTED to solve 'the problem'...they don't...only the very worst off among humans would even give up the 'right' to abuse their power over animals, and then once I'd ensured their new benefits, they'd find some excuse to go back to

abusing their power over animals, and any human they could...sadly this appears to be human nature...I am skeptical enough to keep trying, but more and more skeptical of my apparently 'narcissistic' tendencies i.e the delusion that I can make a difference, that any GOOD person stands a chance of defeating evil...even Hitler had to put up with the Cult manifestation called 'The Church' in his day, allow smoking, non-vegetarian lifestyles, ... at the height of his power...and there was no way one nation, even with the Million strong SS volunteers from over 3 dozen other nations, was going to defeat the entire world...not when his own people had no REAL understanding of what was at stake, and the consequences of defeat were going to be...most today still have no idea what is going on, and what is coming...assuming even that he was never working for the cult itself...in any case it supports the belief that that cult can swing anything anyone does in its favor...and how? Simply by manipulating the 'beliefs' of people, and working with the most base of human motivations and impulses, over and over...pretending to offer it what it wants,... something for free...the power to abuse other sentient beings...benefits at others expense...only, at the last minute, to realise the MASSIVE costs they've been tricked into paying...that they've been tricked into destroying the BEST in the world to ensure the victory of the WORST in the world...over and over...and soon...oh you won't even realise what has happened...you'll imagine / belief some preposterous fiction about 'what is happening' and swallow it...you will NEVER come to realise what REALLY is happening, and happened...really hopeless...almost...got to remain skeptical...we can NOT 'know' anything with certainty... skepticism is the open door ... the window of opportunity... the chance ...

The hardest challenge is to 'overcome the objections' people have to universal justice...to abandoning the 'right' to benefit at another sentient being's expense...this 'sense of entitlement' to kill and eat other sentient beings, to enslave them and eat their children, to 'milk' them, and treat them as mere 'means to our own ends'... people fear losing advantages and privileges e.g vis a vis the 'chinese worker' or 'third world worker'...if you paid everyone fairly, they believe, then things would cost 'too much'.... Though of course if you DID pay people fairly, the share holders and owners and managers and 'talented' and 'brilliant' etc alike, then the average worker wouldn't have to sacrifice a thing, as the 'windfalls' a.k.a 'rent' to 'the lucky few' would more than cover the increases labor costs as we slowly built up the living standards of workers around the world to the one same level...without any austerity required by anyone but the few 'exceptionally rich / talented / lucky etc few...

But what chance do you think I have of being allowed to Explain this to the masses? Who do you think will let me go on prime time to explain all this? How soon would I be 'demonised' by the owners of the mass media? By the corrupt politicians? And how many people REALLY want justice for ALL workers...let

alone all sentient beings? Really? Not while masturbating and telling themselves how 'good' they are...but in real life...

What would it take for anyone to take the effort to 'suspend judgement' and 'suspend all their current beliefs' and 'entertain' an entirely different set of beliefs...or even a few superficial ones? What's their motive for doing so? We 'learn' to pretend to believe things to gain the acceptance and approval of our teachers, lecturers, exam markers, parents, siblings, friends, peers, social group, and other 'authorities' and 'people with the power to offer pleasure, relief, security, and to inflict pain in all its forms...to exercise 'violence' in all its forms i.e coercion...like 'holocaust denial laws' punish people for daring NOT to believe what is clearly and always was, war propaganda...instigated long AFTER Germany surrendered...funnily enough such a 'big thing' was NOT used as wartime propaganda...they demonised Germany and Germans for sure, but they did NOT use this propaganda, until LONG after the war's end...ask Goering, who was totally stunned by the charges / allegations ... but apparently convinced himself even by it...or at least 'played along to get along'...as a true 'mitlaufer'..

Mitlaufen is what beliefs are all about...the newly hatched chick that believes the snake is its mother / protector / safe haven is a bit different ... but we 'trust' 'authority' in a similar way...the 'Alpha Male' is given all the privileges and we want them, so we will emulate that 'top dog'...even to the point of following him to the abattoir, where even he is to be slaughtered...we want stuff....so we emulate the big gorilla who has it, hoping that we may 'stumble upon' the 'magic Abracadabra set of utterances and actions that will grant us what HE has already...if that big dude who gets all the bananas and babes farts facing the cave entrance, then why not emulate him, maybe THAT is the secret? Or is it walking with your arms akimbo, and making lots of grunting noises? Who could say...our scientific progress has been no more 'sophisticated' than the apes emulating the alpha monkey to get what he has...and since when did humans behave differently? Think of 'fashions' and 'cults' and 'me too' and how marketing works, and how we all go through rituals hoping to gain 'happiness' or at least acceptance and approval, and get to stay out of solitary confinement cells ...

Probably the most lucrative business on earth, the oldest one, is working out how to 'persuade' people to do things...to get them to 'believe' things that suit your purposes...YOU want to abduct that cute girl from the neighbouring tribe...but how to? You are a coward, and weak...so why not convince everyone ELSE in your tribe that it is a good idea to attack that tribe...make them believe they have some good reason / urgent NEED to...a pre-emptive strike...because YOU KNOW they are planning an attack on YOUR tribe, don't you...don't you? How to convince them that you do? Wow...THIS is what Cults are all about...what POWER is all about...convincing someone to pay more for YOUR product, or

even that they NEED it at all...to make money...convincing people to BELIEVE something that suits you...that your paper money is 'valuable'...that the people living on land YOU want are the enemies of your current host nation...so they BELIEVE they MUST invade and kill everyone...a just war...a just cause...really? Why did they come to think THAT?

You can get people to believe almost anything...compare superstitions and cults over time... amazing shit they got people to believe...billions still do believe it...probably YOU do... I realise this is a waste of time, really...or surely I BELIEVE at some level I MUST try, even if it is hopeless ? Beliefs !!! change the world. Change YOUR world...

But what's in it for YOU? They tell you stuff YOU want to be true, too, as part of the bargain...yeh, sure, rape all you like, torture animals, all good...as long as you worship OUR god and do what WE say, you can do lots of really nasty things...even go and commit genocide...just wait until we tell you it is time,,and make sure you limit your malicious actions to those 'legitimate targets' we offer you...don't worry, there will be plenty...just submit to US, and we will ensure others submit to you...whether we are talking rank and class and caste and hierarchies, or cult vs non-cult members.... We offer you what you love...superiority...the idea of being 'better than someone'...at least better than animals...and women...and 'foreigners'...if you happen to be at the bottom of the caste system in OUR tribe...you are still way better than THEM... and we'll let you boss THEM around ... kill 'em, rape em, steal their shit...at the times we say, and for the reasons we give...but don't worry, you'll get your 'ends'...

People will do the most absurd things...live lives ruled by ritual...if you scare the fuck out of them with hell, and fates worse than death on earth...and offer them heaven, and a future, just around the corner, where they will be the lords of the entire world...with 2800 slaves each...the priests know that the more absurd your demands, the more compelling they are for the victims...Hmm...god was so specific, THEY must be telling the truth...why would they invent such silly rules otherwise? Lots of reverse psychology etc...

But Dilts is absurdly fatuously naïve...since when did humans 'weigh up the balance of the evidence'? when it came to deciding what to believe? Since when were they ALLOWED to SEE the evidence...all of it...so they could form rational judgements? When? I have been living under the illusion that since Socrate's days, and Hume's days, we'd advanced, and had freedom of speech, research, publication...when we have NEVER had this...the thing about censorship is that you do NOT know what has BEEN censored, and so you assume that you are hearing 'the full story'...of course you doubt 'foreign' propaganda...but YOUR leaders work for YOU, right? Democracy in action! THEY wouldn't deliberately harm us...they LOVE us, right? They have OUR

best interests at heart...they'd never send us / force us to war on false pretenses...would they? ??? or put people in prison for merely trying to educate us, and offer us alternative ways of interpreting the information available, and offering us a wider choice of information? Or ??? I bet you don't even REALISE how many people are rotting in jail now, or have spent decades in jail, in the WEST, in Germany and Australia, for harming NO-ONE ... for simply offering information ...scientifically proven information...for debunking propaganda...for seeking peace and justice...Oh, you've heard of some 'nazi wack-jobs'...but didn't bother looking into it...of course if your media and govt. put someone in jail / demonise them, then they MUST be evil, right? What other reasons could they POSSIBLY have? Why research government lies if you believe everything you've been told, and so have no reason to SUSPECT them ever of lying, let alone actually take a look at ALL THE MASSIVE and INNUMERABLE lies that we've been told...from the very start... but if you believe, you have no motive to make any effort, and you'll dismiss anyone who does as some 'conspiracy nut', just like big brother has trained you to...

How do you even 'open up' someone to the very IDEA that their beliefs might not be anything but 'self-evident truths' ... when they have no idea of the costs they are paying, or imposing on others ... they see only the benefits, to themselves...they are smug and complacent that 'everyone who disagrees with me is wrong...they imagine anyone can KNOW when they 'are right' about something...and dismiss the fact that others feel the same way...and that all that is different is their conditioning...their education...their cultural immersion...their access to specific info and censorship and deprivation of access to other info...etc...what do do what do do?

Can we find examples in a person's personal history where they changed their mind about something? Changed a significant belief? It happens for some of us. We are open. Searching. Questioning. Seeking. Listening. Looking. Actively. We sense this is NOT 'the best of all possible worlds' and that 'we have been misled'...maliciously or even with the best intentions e.g 'noble' lies...and realised that our 'authorities' are really just mere mortals, often stupid and malicious...the more contact we have with 'authority' the less respect we have for it...at first it is very impressive...THEY have all the goodies...we want them too..even just the respect and status...they are like gods to us... they are the givers of benefits / status / rewards...they can punish us...we want that power...so we emulate them...like alpha monkeys...

Interesting...Dilt's considers how we 'feel' about / 'view' beliefs we USED to have but no longer believe...what is the difference? What once produced and emotional affect / effect now leaves us cold...like estrangement from a former lover ... we had a 'relationship' with the belief then, that we no longer have... question of what changed / brought about the change...it is different to repression

/ suppression / disciplining our beliefs...we simply are NOT moved any more by it...like when you used to fear the dark, and now find it relaxing...or were terrified of speaking publicly, and now welcome any chance to 'get up and shine in front of people, or just have a chance to connect with them / inform them... what changes is the affect ... the emotions are no longer triggered...or even triggers opposite emotion...fear and desire, love and hate, enthusiasm and indifference...MHR clearly it is the de-coupling of expectations of pleasure, pain, or relief, from what was once considered a 'cause' or 'potential cause' of it...e.g desire X to feel happy...when realise X does NOT bring happiness, it leaves you cold / disinterested in it...same goes for life in general...or seeking truth...or seeking to enlighten others when you've 'found' it / revealed – exposed the lies / propaganda...all things are means towards the ONLY real thing, feelings of pleasure, relief, and pain ... we fear / love / desire / hate etc X as we associate it with pleasure / pain / relief / security of pleasure ... we credit it with some causative power...we expect it to yield pleasure / relief, or avoid pain, and secure enjoyment of good stuff... it is this ANTICIPATION which motivates us / produces the AFFECT... why we 'LIKE' a particular political party or ideology...we expect benefits from it...we invest emotionally in it...our hopes and aspirations...but when we realise they are all pre-selected candidates / representatives of the one cult, and never do what promise, and always lie, commit war crimes, censor, take away our liberties and give us nothing but fear in return...we grow cold to participation...what idiot invests anything in such hypocrisy and WWF performances? Maybe a youth could be forgiven for being naïve...but a 50 year old? What planet / reality have they been living in, that they could EVER think the 'process' is NOT rigged...could represent THEIR interests....but the thing is, even the worst 'leaders' DO represent the 'aspirations' of the public for war, destruction, inequality, exploitation...be honest ... otherwise we'd have a vegan world...with a very high 'lower limit' on inequality, and a much lower 'top limit' on inequality ... i.e inequality, yes, but like Norway, not like the U.S.A.

Dilts so naïve...yeh, we've moved beyond torture ... all a relic of the past? What world is he living on? The master of belief change lost in a trance...a dream...an illusion...what 'reality checks' and 'reality strategy does HE employ?' ...go along to get along? Repress and deny?

Dilt's uses naïve definition of 'trust' i.e expectation something will be as promised / desired ... when in reality it is a generous gift...we offer trust...we don't expect it...we really just hope for the best...if we don't, then our actions are severely limited...and the affects ruined e.g if you need to 'trust' in someone / something in order to enjoy some experience, and you won't, 'pretend' they are worthy of trust, then you miss out on that experience...if you don't take chances, you don't get much out of life...we EXPECT the sun will rise tomorrow as usual, but we 'hope' people don't let us down... we put our 'trust' in our

motorbike tyres and our skill, expecting they will keep us 'upright' ...that our brakes will work...based on calculations...with people, we 'trust' people as far as we have the power to enforce their agreements...either legally, by pure brute force, or socially...we therefore 'trust' a neighbor who owns their home, and is established in our community, more than the stranger passing through town, based on the assumption that they have a reputation to consider ... social pressure can be put on them to reciprocate...they have something to lose if they lose their 'reputation'...and you will be around a long time to exact revenge, if they don't...whereas the stranger passing by has nothing to lose really, by not reciprocating...what are you going to do? Track them down? THAT is the REAL basis of what we call 'trust'...we trust in the threat of consequences negative and positive...short and long term, that motivate others to 'honor their word' and 'reciprocate'...though we end up in expensive legal battles over all manner of absurd things, when people refuse to be 'reasonable' and honorable...but it is a last resort...allowing us to put MORE trust in people's word / agreements / contracts...really society is all about reciprocation, or the use of force to 'get away with unfair behavior'...

We reckon trust statistically also...based on past experience...ideally we can start small and let people earn our trust...so the cost of betrayal is low...though con-artists tend to 'sacrifice' small possible wins at first, to encourage trust, so they can make a 'big' rip off later...but insurance companies don't 'trust' you any more than the finance company...they lend you money not because they trust you...but based on your statistical behavior, and the potential to enforce their claims on you...and they charge more the less trust these indicators suggest they should place in your ability and willingness to repay the debts...

There ARE some people you really DO trust...implicitly...based on their character / your experience of them...like you trust some brands more than others in terms of quality, because they have not 'let you down' and they have a good 'track record' and 'reputation'...so you DO trust them more...which gets to the heart of persuasion and power...beliefs...why we believe we CAN trust someone / thing / idea / belief / expert / authority and NOT others...

Usually it is NOT well founded e.g people trust their governments...which have a history of deceiving them, sending them to murder other people and be murdered...wasting their taxes, corruption etc...really only an insane person would agree, based on readily available evidence, any government...but people still DO ... even though they ACT all cynical...???

We speak of 'Optimistic' people...who are more prone to trusting, believing the best, about people, and life...expecting the best from both...so there is a clear bias based on 'personality'...often due to life experiences, but not

always...some people just focus on the positive ... they affirm life...expect good things, despite their experience ... sometimes it is wilfull...forced...the person is too scared to 'admit' reality... and our mood swings can determine how optimistic or pessimistic, how trusting or cynical we are, at a given moment...and some things we value more highly, so we consider the risk involved more intently, and thus are less trusting, maybe with our emotions than with our money, or more willing to take risks with certain things, in certain areas...

How we feel about 'life' and 'the world' is usually a function of how happy / anxious / content / fortunate we feel at any moment...the happy want the world to go on forever, the desperately despairing and suffering will the end of the world...we are not THAT complicated...driven by selfish ends...If things suit us, they are 'good', if they don't, they are 'bad'..

Imagine putting decisions about 'going to war' in the hands of an alcoholic geriatric with delusions of grandeur, desperate to be a 'big man of history', with a history of total incompetence, his only 'success' being the withdrawal of troops from Gallipoli that everyone else was against sending there in the first place...and which a certain Cult wanted to 'secure' their 'promised land' for them from the current Turkish 'owners'...

Manipulators seek to produce a particular emotional state such as fear, anger, optimism, fear of rejection, sexual arousal (even if subconscious) etc...to match the 'idea' or 'belief' they are peddling...so if you want people to sacrifice all their rights and 'go to war', you'd best establish fear in them...fear of invasion...fear of 'terrorism', and optimism about the outcomes of the war desired...if you want to 'justify' the 'demonisation' campaign you've launched, then you'd best first 'release' a whole lot of propaganda / lies about your 'target'...especially if the people have caught on that the war was not necessary, nor 'successful' in reaching its supposed aims, and thus becoming suspicious, and even feeling guilty about all the war crimes they committed 'following orders' e.g firebombing refugee packed non-military target cities like Dresden, or Hiroshima...you'd best be ready with some 'horror story' to 'justify' and 'legitimate' that war..say a holocaust, and plans for world domination on the part of your 'adversary'...who is not THEIR adversary at all...and never had any intention of becoming one...

Persuasion / manipulation is about producing emotional states, so the victim is receptive to your message...first the propaganda to demonise the future 'enemy' then to spread fear in the public, so they will 'declare war' on a nation that never threatened them in any way at all...

There are states of terror where people often find themselves incapable of any thought or action, like a Possum 'playing dead'...from this extreme down there

are relative levels of 'arousal' ... also consider how extreme pleasure can block out all other impressions, and all thought becomes focused on the pleasurable sensation / act ...

Consider how words can provoke knee-jerk reactions...such as swear words, racist words, 'bomb', 'terrorist', 'Nazi', ...

Why is it so hard to change people's beliefs? Is it?

When the new belief would demand change...sacrifice...loss of face...admitting was wrong...admitting have DONE wrong / harm to others and self...loss of benefits associated, in their mind at least, with the alternate / new belief...having to adjust to new things / change, confusion, bewilderment, loss of emotional peace / benefits / pleasure / hope, even 'excuse' e.g fear / danger, the old belief provided...the rituals associated with that belief can be comforting / offer sense of structure / organisation / order...

Child is naturally curious...wants to know 'the truth'...what happens between then and adulthood? Punished for 'questioning authority'... finds risks loss of approval of 'significant others' like parents, if does NOT agree with them e.g religion / politics ... bad grades at school ... of course threatened with hell and offered heaven, for 'believing' certain things...strong taboos on some 'beliefs' e.g to believe X is O.K / good, and NOT to believe Y is 'wrong' / bad...we are 'rewarded' and punished for believing different things, or failing to at least be hypocrites, and pretend...Oh, and hypocrisy itself is rewarded ... defined as acceptable, as is denial, distortion, numbing...we model others with authority and benefits / power to share...like the 'top dog' and 'alpha male'... imagine all the boys who went off to kill each other in 'war' fearing to 'appear' cowardly in the eyes of their parents, friends, lovers, would-be lovers, and future employers ... and all lured by the propaganda of being 'a hero, fighting evil, defending the innocent, defending women and children, then firebombing them, and machine gunning the survivors... of course at some point 'reality' intrudes, but it is quickly repressed / suppressed / ignored / numbed / denied ... to avoid 'conflicts' and 'guilt' etc ... we are taught to 'compete' also, and never show weakness / admit faults / admit wrong...to 'lose face'...we could be taught instead to value being corrected by life / others ... but we are not...we are 'graded' and 'awarded' and 'accepted' and 'approved of' and 'loved' and 'nurtured' when we are 'right', and risk losing approval / acceptance / status when we are 'wrong'...but really being 'wrong' is just a step towards correction ... what is 'correctional' about prison though? Does it take longer to 'correct' the willingness to murder, than the willingness to shoplift? So consistently? ALL murderers take 20 years, and ALL shoplifters take a month? Don't SOME people 'learn' not to murder real quick? Why even CALL it a 'correctional facility'? It is a punishment facility, or 'exclusion / isolation' facility...a 'control' facility...

So 'knowing' is simpler, more emotionally satisfying, brings confidence (usually false, and ALWAYS greater than is justified by our limited ability to know anything), a sense of comfort a.k.a 'the known' is comforting...certainty can be a relief e.g uncertainty can be more stressful to deal with than certainty e.g firing squad certainty can bring resolution / peace Vs will they / won't they?...you can 'deal with' what you know...what you don't, leaves you in suspense...'I'd rather know the worst than be left in suspense'...certainty is an illusion, but a 'secure' one...comforting...at very least allows us to 'move forward' and be decisive in some process...even 'surrendering' and signing an unconditional surrender brings the chance to 'move forward', after years of stalemate...getting nowhere...total capitulation frees up tied up resources...allows things to start flowing again...when you reach an impasse...declaring bankruptcy clarifies the situation...you can start rebuilding...giving up frees up your energies to start moving in some new direction again...death is a release and a new beginning...abandoning a project frees you to start something new...divorce frees up people to seek more positive and rewarding / healthy / satisfying / generative / productive relationships...cutting your losses rather than trying to recover 'sunk costs' frees you from that burden...admitting defeat frees you up to seek victory elsewhere...another time and place, rather than getting 'stuck' and 'fixed'...all 'idols' that were cast in stone and metal and wood and ritual and 'laws and statutes' and 'official histories' become literal 'dead weight' and 'necrotic tissue' in the living tissue of the living organism / community / world of ideas / society / organisation...they may have offered some sense of security and comfort 'of the known', but they soon outlive their purpose, and any value they offered is exceeded by the costs...and the longer a 'noble lie' is allowed to endure, the more corruption will grow around it, the greater the abuses, as 'clever' people realise how to 'exploit' people's willingness to believe / need for security and peace of mind / certainty, gullibility, superstitious fear etc...

Confusion is the first sign of opening up of fixed ideas / beliefs...certainty is for fools and dogmatic lazy smug complacent cowardly people...confusion is the product of questioning and awakening...skepticism is the ideal state...no beliefs fixed as dogma or 'certain'...but practical heuristic 'rules of thumb' as guides...flexible, open minded, searching for truth, never assuming have it...never assuming 'correspondence' between what 'think / believe' and 'what is'...and never any assumption that there IS any actual fixed 'reality' at all...even anything 'out there'...beliefs become playful, curious...'what if' and 'what about' and 'why not' and 'lets try X' and 'Is Y REALLY true? ...Zen Humean Skepticism...with the Buddhist empathy / benevolence / good will / ethics as the fundamental motive and final arbiter of ACTION ... independent of 'certainty'...no dogma...just a quest to seek the best description of what appears to be 'out there'...the closest isomorphism...one to one relationship between our representation and what is 'out there'...while realising this itself can be an illusion...that 'out there' may be ultimately 'in here', and ALL a product of our

imagination / illusion / representation... 'the world as will and representation'... which is why our will MUST be good... Buddhistic... benevolent... desiring the good of all sentient beings... to speak the benevolent truth... to seek the benevolent truth i.e. with good intentions, not malice... to find the 'facts', not punish people, embarrass them, harm them in any way, 'cut down tall poppies', 'cut down the tall timber', 'get even', hurt anyone in any way... but to avoid future harm, to minimize harm, to encourage positive generative growth...

Children are curious until they learn that there are 'costs' imposed on anyone who dares suggest there might even BE anything at all to be skeptical about... sure they are allowed to doubt the good intentions of 'foreigners' and 'foreign religions' and 'other political parties than your own, etc...' but that is all WWF controlled stuff... all religions need to 'demonise' the competition... to HAVE demons... and the true manipulators of the world love to use up all your energy and enthusiasm in WWF style 'politics', so you won't even LOOK for REAL alternatives to the totally corrupt political system and party systems... But for a moment doubt / be skeptical about YOUR OWN religious 'authorities' or your OWN government, and wait for the hammer to fall... and hurt... hard... and long... to be rejected by your own family... in cases stoned to death BY them... and your 'friends'...

It is so patently absurd... the hope was that multi-culturalism would lead to 'emancipation' from such closed loop belief systems... when people saw OTHERS being 'fooled' into such 'ridiculous' beliefs, they might awake to the fatuous nature of their OWN inherited beliefs... once they see others believing all manner of things that 'contradict' what they themselves were brought up to believe, it might reveal / expose how 'inherited' most beliefs are, and how unworthy of belief they really are... how culturally conditioned... rather than 'self-evident' and 'natural', and 'compelling'... to some extent this has been the positive result... with 'religion' losing its 'authority' over people's minds, and then lives... though billions of people live in prisons constructed out of religious taboos / beliefs... still... and several cult offshoots of the one cult would love to impose their dogmatic beliefs on YOU... and the 'mother cult' actually HAS... beliefs such as 'The Holocaust' and '911 was Islamic terrorists', and 'Sandy Hook was real' and 'Port Arthur was a crazed lone gun man'... remember the Maine and forget U.S.S. Liberty, among endless lists of 'false flag' operations... oh, and 'just wars' abound... and 'we will NOT become entangled in foreign wars, you have my word' repeating Wilson / Roosevelt election promises... etc... so many 'beliefs'... and it is a criminal offence to challenge some of them, like 'The Holocaust', in the exact same way in some other fundamentalist religious states (Germany is in the thrall of the cult of course) make it a criminal offense to speak of 'the satanic verses' of the Koran... as it once was, again in Germany, to challenge the idea of 'transubstantiation' or the

authority of the pope...nothing has changed...just the nominal beliefs...the power being abused is the same, and to the same ends...control / enslavement of YOU via your nominal beliefs...you don't have to be 'certain' and a 'true believer', must uncertain enough of yourself NOT to 'rock the boat' and 'challenge the official lies / fictions / history etc...

It is hard mental and emotional work to abandon long held beliefs...which provided emotional benefits ... certainty ... often a sense of purpose...and entitlement e.g to eat other sentient beings as 'god' made them for that purpose...tell a tiger that one... the right to enslave others...even rape them, steal their shit, take their land...you think THAT is something that belongs to history? Wake up people...1945 was when the role models of the Torah were emulated in reality...and history made...with genocide...that is ongoing...and soon to include YOU...oops...flashback...what's it all mean?

There must be a will, and thus a willing-ness, to accept losses in order to free your mind. The loss of 'entitlements' to exploit / abuse / opportunistically exploit / enslave other sentient beings. Whether Chinese workers, immigrants, people less talented / capable / smart / attractive etc than yourself...or chickens...

We need to literally 'shake off' fears and superstitions...like L Ron with the 'thousands of sentient beings that inhabit your body'... a metaphor for the 'beliefs' that literally inhabit your mind, and possess you...body and soul...more than any 'demonic possession' could...because it is unobtrusive...you think and feel it 'part of you'...your beliefs...they are well known, familiar...as if a part of you...and you feel that 'giving them up' is like LOSING a part of yourself...killing a part of yourself...will you even KNOW yourself once you've given up all these beliefs? You'll be such a 'changed person'...literally a 'new' person...

Don't forget the guilt...the sense of betrayal of your parents who did so much for you...maybe even those great teachers and a few really nice priests who went out of their way to help you, made such sacrifices...parents blackmail children into maintaining cultural and religious rites / beliefs emotionally...the 'Jewish' mother is an archetype of the entertainment business, to be sure...but 'guilting' children is universal...parents doing the work of the cult leaders are the most powerful ally ... emotional blackmail / manipulation is the most powerful...the feeling of guilt from 'betraying' your parents, your family, your community, your ANCESTORS can be massive...we don't want to 'wound' those who have helped us, whom we love and respect...by rejecting their cherished beliefs, customs, rituals, etc...it is one and the same...religion is just a 'belief' in a certain set of dogmas...nothing more... reproduced beliefs...

So we need a 'veil of ignorance' to start the process, and give it a chance...to totally decouple the 'informational content' of beliefs from the 'emotional

content / charge of those beliefs'...the valencies if you like...positive and negative...so we can view the belief clinically...analyse it as a neutral specimen with zero emotional investment in the outcome...

Without that, in some form, we are left with less powerful options. At very least we must 'defuse' and 'debunk' and 'de-potentialise' the fears...e.g that if you don't cross yourself or prostrate yourself 5 times a day you will go to some horrific nightmare place called Hell...(which originally meant 'bright', and was a 'good' and 'desirable place')... we must 'shake off' the fears...the associations between NOT observing some ritualistic rite / behavior / practice e.g going to 'church' on Sunday, and horrific consequences...to break down the superstition...to eliminate the fear...but how to 'prove' something that is just a story? Could anyone DIS-prove ANYTHING that is just a story? In what way? By showing it is inconsistent with OTHER things we CAN demonstrate / document / prove in some way? But then they just change the story on you, to accommodate this new info...or make it a criminal offence punishable, in theory, with a life time solitary confinement prison sentence, to offer the public that information, to even publish it, and speak of it in 'private gatherings'...yes folks, people are in prison now for that, others spent 3 to 10 years in prison, usually in solitary, with NONE of the usual resources made available to even rapists and murderers...simply for speaking in private meetings about proveable / demonstrable facts of the 'scientific' variety...not mere 'beliefs', but 'correspondences'... you guessed it.. 'The Holocaust'...just as before it was a Torah crime to 'deny' anything written in the Bible / Torah, it is today a crime in most Western nations to 'deny' anything written in the latest chapter of the Torah, a.k.a 'The Holocaust' and '911' was carried out by the adversaries of the Cult of Judah'...

META communications are powerful e.g tone, speed, tempo, body language, volume, pitch, 'tone', modulations in all of these, facial gestures, punctuation, manipulative / emotionally loaded / suggestive / insinuating / coloring / etc language ... drawing on emotional 'anchors' e.g propaganda and myths and thus 'triggering' emotions rather than 'reason' and 'critical reasoning' and 'logic' and calm reckoning etc... key to hypnotists / trance therapists efficacy...suggestive language...that 'suggests' to subconscious and non-rational / conscious mind to think / feel / act a certain way...evades / bypasses critical faculties...appeals to emotions and subconscious desires / impulses and speaks directly to subconscious mind itself...for good / therapeutic ends, or malicious / evil / vicious ends...it is a tool...and Cults are the masters of its opportunistic exploitation...with the worst motives...and Erickson / therapists and ethical teachers have the best motives...but easier to appeal to worst in human nature...more likely to prevail...easiest...lizard brain...reptilian...lower order autonomous functions...of predator and competitor...basis of evolution...

A sarcastic or ironic tone, wink, nudge, or other 'meta-communication' can reverse the meaning of the utterance from 'I love it' to 'I LOVE it'... Thanks mate to, THANKS mate...can't actually 'write' i.e encode sarcasm...makes TEXTING and email quite dangerous ... lucky we have 'smiley faces'...so use them ...

I observed, around the world, how all the 'news presenters' and 'hard hitting / authoritative expert 'journalists' would adopt the EXACT same mannerisms e.g posture, facial gestures, voice tone, vocal register, eye contact and looking away, leaning in (to indicate 'guest' is under attack / is being 'interrogated' and challenged...all emotional manipulation...emotional impact that 'changes the meaning' of everything...give impression of being serious journalist, caring, authoritative, expert, trustworthy, 'hard hitting'...can make an innocent positive caring open guest appear sinister, defensive, criminal, by 'leaning in when asking question' as if interviewer KNOWS they are lying / evil and is going to 'reveal' and 'expose' them, ... like a thrust of a spear...an attack...by leaning way far into them, as if what they are SAYING and the QUESTION is a real THREAT to them...they've launched an attack...via the 'hard hitting' question...and no matter how harmless or positive the answer, it will be 'received' with all the meta-language and non-verbal responses as if the interviewer has just exposed a scandal...A-ha...got you...THAT is what the viewers 'perceive' from the interaction, despite the actual WORDS and responses of the 'guest' being interviewed...would love to parody this...just need to watch a few 'hard hitting journalist' interviews in the corporate media, to emulate all their 'choreography'...they are trained actors...trained to make the audience 'feel' that the 'guest' is evil or good, open or hiding something, nice or nasty, no matter WHAT the guest actually says or how they behave....

Not to mention the use of adjectives and adverbs to make it clear what INTERPRETATION and EMOTION the viewer is supposed to have ... e.g the HORRIFIC X, never the 'X' factual and objective...they are told it is HORRIFIC... not given a chance to reckon the facts / information...they ENCODE it as TRANSMITTED...as a HORRIFIC act...not as an 'ACT' which they themselves can later decide the nature of... it is NEVER the 'Nazi' occupation or NAZI regime...it is always the EVIL / Criminal Nazi Regime...in ALL modes of communication from supposed sober textbooks and 'objective' reporting down...you cannot escape the constant chronic suggestion of evil...so that you will NEVER think of NAZI's without the SUGGESTED emotional FRAME of 'evil' and 'criminal'...when in fact Nazi's did MASSIVE amounts of good for tens of millions of people...the evil nazi ideology was superior in MOST ways than the supposed 'Holy' ideology of 'the religions of the book' i.e Cult of Judah and its spin-off subsidiaries and franchises...

We talk of 'Holy Moses', the most evil man and his Cult in history...whereas Hitler is always, as in his 'waxworks' image, depicted as a raving madman...when in fact he is one of the Most ENLIGHTENED and honorable and rational and caring men in history...you go to prison for stating this objective FACT...either of them actually... for the 'hegemonic conditioning' is to have you make a knee jerk reaction in FAVOR of one of them, and AGAINST the other...automatically...reptilian brain style...so you NEVER bother looking into the FACTS about these two people, one of whom existed, the other merely produced, in typical Hollywood Cult of Judah propaganda style, as a role model and source of 'transferred authority' for the most fatuous and genocidal ideology ever vomited from a human's oral cavity, or emitted as noxious flatulence...

Oh, of course you probably 'read' (encoded) / thought) I was speaking of the 'good' man, and not the evil 'bible story character', right? Wake up people. And smell the shit, before it hits the fan, and covers you, and everything in sight...you can still clean it up, and flush it down the loo, but once it hits the fan, it will be all over YOU and your world...and almost impossible to remove...THAT will be your Cult of Judah World Order...

Mass Media 'presenters' and public relations people, including 'politicians', are all trained carefully to focus on the non verbal...to manipulate us ... we respond to the non-verbal in the same way animals 'understand' our meaning...via the tone of our voices e.g angry or friendly...they 'know' you are 'scolding' them by your tone of voice...or that you love them... or are approving their actions, or disapproving of them, even though they probably think we are irrational as why get angry over THAT? What's the big deal about THAT, that makes them so happy, and THAT, that makes them so angry, they must think...Mass media 'communicates' with us, the way we communicate with animals...and they communicate with us...via the more important non-verbal messages...the slogans are there to 'stick' in our minds, and be associated with the more important non-verbal messages of belonging, approval, acceptance, success, status, etc...

Imagine that female 'interviewer' asking the friendly, nice, warm hearted animal lover 'So you love your pets', while leaning deeply into them, as if attacking, in a tone of voice that is accusative / interrogative / full of hate / venom / prejudice / loathing ... as they they have accused them of some horrific crime, and KNOW they are guilty, and are about to expose themselves...in a tone that dismisses any possibility of the person NOT being guilty of the heinous crime...then the person answering mildly, oh, yes, I love dogs, their face alight with goodwill...and the interviewer responding, non-verbally, with barely contained rage and disgust at this filthy disgusting creature and his horrific crimes and sinister and evil motivations...and think what 'message' most viewers would bring away from the interaction...not the actual words of each interlocutor...not the warm, nice, fuzzy feelings we SHOULD and WOULD normally have gotten

from the manner and tone of the guest, but the feelings of revulsion, the definition of the guest as EVIL, that was intended, and carefully suggested, by all the interviewers non-verbal communications to the viewer...a transcript would reveal nothing...in court or in history documentation, you'd read the actual words, and see nothing really manipulative in them...and you might wonder at the emotional response of the audience...if you became aware of it...you'd have to SEE the interview, and HEAR the interview, to comprehend all the subtle and really dramatic manipulations employed...

Ask yourself, how many speeches of Herr Hitler have you seen and heard in which he speaks in a calm, relaxed, friendly, chatty, loving tone? I was shocked the first time I came across such. Then realised that all we ever get to see are the 'angry' responses of Hitler to the war crimes of Britain...and the speeches given at military rallies, or political rallies, in legitimately / reasonably / rightfully angry and defiant speeches ...when you hear him speak 'normally' it is shocking...and you can see how the Germans fell in love with this man...the last true leader to emerge from 'the people' and work 'for the people'...

If you try to motivate people, and instill confidence, you first have to fake it or reproduce it within yourself...BE confident and BELIEVE in your message...telling someone 'yeh, I love you' in a frustrated, angry, irritated, monotonous, loud, screeching, sarcastic, etc tone, will clearly NOT impart / encode / transmit any 'love'...if you want someone to believe you believe in them, you have to really 'sell' it...believe it in your own mind, even if you are faking it to encourage them...if YOU don't believe it as you say it, THEY won't...they'll hear what you REALLY believe ... and if YOU don't believe what you are saying, why would THEY? Why SHOULD they?

Alternately, many of us do not use the expressive content of our voices and body language...we are self-conscious and constrain our voice and body language...so when we honestly 'feel' and 'believe' something, we don't convey it...we sound and look mechanical and uninspired...we don't 'project' our emotions...we keep them bottled up...we stifle our expressive body language...we appear as robots...which do NOT inspire people...and are NOT believable...the words we utter may say what we mean, but the rest of our meta-communications put a damper on it / restrain it / deny it any 'life'...thus contradict and undermine and negate and neutralize our sentiments / emotions and the communication of them..

The most honest people can come across as 'liars' as they fear they will be misunderstood, and all the interlocutor senses is the fear...and us trying to hide it...so they see fear and 'they're hiding something'...and don't trust our words...we LOOK guilty or undesirable...like Nixon debating with a the flu, then placed under hot lights to make him look as 'ill at ease' as possible...so the Cult of Judah could prevent him, a non Cult member and 'emancipator' of the

Cult victims, gaining office...he did anyway, so they tricked him into behaving a little 'tricky', then blew up the incident that no-one in the public gave a rat's arse about, into some huge scandal, and ultimately got him impeached...for a child's misdemeanor, compared to what other Cult of Judah puppet U.S dictators / presidents have gotten away with, without the slightest public attention / spotlight being directed upon them, let alone a massive full scale public opinion / negative public relations demonisation campaign...not since Hitler had any public official been so publically demonised, and with so little justification...

If we are good people with positive , constructive messages, we need to make our appearance , meta-language, and words, congruent with the message...the evil people of this world devote a lot of training, coaching, practice, like any trained actors rehearsing / auditioning for a role in a film...to all the verbal and meta-communications that will make their acting of a particular role, say 'the change we can believe in', or 'santa clause', convincing to the casting directors, and the public...so the EVIL people of this world are much more convincing as 'nice people' than the truly GOOD people, who often come off as 'abrasive' and 'unlikable', whereas the pure evil actor is tightly choreographed and scripted and trained to 'come off as 'a nice guy, dependable, trustworthy, loveable, likeable, ... Jay Gatsby knew how to 'win friends and influence people' by 'making THEM feel THEY had made the best possible impression on HIM they could ever have hoped to make'...i.e make your victims feel good about themselves...never criticize them...etc...tell them what they want to hear...if they want peace, promise it, while preparing for war, starting with the propaganda...

Of course the 'internal state' of the listeners is also key...this is 'set up' with props, propaganda, public relations, so the listener is already 'prejudiced' in favor of whatever the actor is going to say...to believe them...to 'enter into' the story...to suspend disbelief...

Professional 'cheer leaders' motivate and 'boost' the morale of their clients, so that the 'message' and 'messenger' appear congruent.... i.e entrance client to feel the message...to fake it so it seems real...to really believe the lies they are saying...so they come across as believable...the faked confidence and good will is always more convincing than the real thing...because more effort has deliberately been invested into projecting it...in words tightly scripted and memorised or read from teleprompters, and in all the trained and choreographed mannerisms, practiced tone of voice...all tightly controlled and deliberate and carefully rehearsed and practiced, until a thoroughly convincing 'picture' is formed...one in which 'everything is in place' and 'all the parts support it other to produce a convincing whole'... and all based on what will 'work' and 'trick' the audience / listener / interlocutor into 'falling for the act', and 'believing' it...everything has to be 'in place' and 'on message', from the clothing, the

stance, the eye contact, the smile, the tone of voice, the 'authoritative / trustworthy' look, the 'confidence', the 'benevolence' the 'goodwill', the 'determination' the 'optimism' the ... all that shit...micro-managed so tightly that even some 'authentic' appearing 'goofs' and 'human' responses are scripted into the act... to make it appear 'authentic' and 'organic' i.e 'losing their cool' 'because they are human after all', and 'making some 'human' mistake...something harmless, but just enough so it looks like they are just 'improvising' and you are seeing 'the true person'...oh, they just CARE so much sometimes their emotions get the better of them...UNDERSTANDABLY...and of course it is the 'holocaust deniar' or 'historical revisionist' who ALWAYS is on the receiving end...just to emphasise the HORRENDOUS and TOTALLY UNFORGIVABLE nature of their CRIME in simply presenting FACTS which contradict the propaganda...just to UNDERLINE the response YOU are MEANT and conditioned to have just at the very IDEA of anyone NOT just swallowing the propaganda whole, and demonizing anyone who refuses to / cannot do so, because it is such a monstrous, foul, evil, rotting, decaying, putrefied mass of vomit, flatulence, and excretions...

So while the honest, good natured, good willed, authentic, organic, REAL person pays little attention to the meta-messages they are sending by their gestures, clothing, body language, tone of voice etc, expecting their TRUTHFUL factual message to be all-important, and the 'overall impression' they make to be irrelevant, after all, it is about the message, NOT the messenger right? They are 'voting' (with their beliefs, purchasing decisions, or voting decisions) for the MESSAGE, and NOT the messenger? Right? WRONG....people vote for the messenger, in the end, mostly... so the honest presenter of a message, who pays not heed to all their 'meta' messages and communications e.g hairstyle, clothing, posture, tone of voice, eye contact, smile, and all the things the pro's invest years in 'mastering', all 'betray' them and 'undermine' their chances at gaining first an audience, and thus a 'voice', let alone persuading them of the merits of their arguments, no matter how compelling these arguments are...those who will NOT 'play the game' have no chance....Socrates got a death sentence for his refusal to 'play this game'... he could have gotten off, but he defied his attackers...a deadly mistake if you want to persuade people of ANYTHING...let alone win friends and influence people...whereas the evil lying fuckers well trained and rehearsed and coached, 'come off' as 'nice guys' with 'compelling arguments' ...they make a good argument is the feeling, based not on anything they say, but how they communicate all the 'meta' things we look for in an 'authority figure', or 'leader' or 'guru'...the things we EXPECT to see in 'good' people...trained as we are by the movies and media...full of 'fakes'... very convincing fakes, because their 'choreography' is based on at least 3000 years of research, hit and miss, trial and error, observation, and training...Cults deal in persuasion above all

else....why do you think they invest so much in the 'costumes' and 'stories / scripts' and all the props and rituals, and then find the 'right looking players' to act the leading roles, while the cult leaders pull the strings 'behind the scenes / curtains'...

You see Cults carefully pre-select and 'groom' their actors...the ones who will be their 'public' face...the popes, high priests, politicians, 'news' presenters...they pre-select thousands, then work on them until they find the best 'messenger' to present / represent their strategies...not directly, but simply to gain the positions of power and influence...so the actor is paid to act a certain way, be convincing, gain the trust and goodwill and respect and admiration and approval and acceptance and obedience of the masses...to simply gain elected office, and rise to the top of the corporate and public service organisations...where once in power, they will be dictated to, by their handlers, about what policies to ACTUALLY carry out...get elected as 'change we can believe in' then 'stick to the 3000 year old plan', get elected as 'the president who will keep us out of foreign entanglements' and 'reduce military spending', to immediately massively ramp up military spending, and commit war crimes around the world, leading up to the end of the 100 years war begun at the start of the 20th century, which will go down in history as 'World War THREE'...

If the Cult thinks 'it is ripe for a swing from one party to the other', but their best candidate belongs to the party likely to lose, they will simply have him change parties...easy to do if you have unlimited financial and mass media / public relations / propaganda resources...take a look at Roosevelt / Wilson / Churchill...

Entire Churchill film should have woken people up to the fact that Churchill was an alcoholic, war mongering monster...that there was absolutely ZERO reason for Britain to have become involved in War with Germany...they at least admitted that peace offers were made...though didn't speak the whole truth, that alone was surprising, but I expected a 'twist' to put a 'spin' on the whole thing...which came right at the end...but what people NEVER consider about his (? Who wrote them?) speeches was the absolute LACK of ANY context ...talk of 'defending Britain against an invasion...they'd fight on the beaches and in the streets...etc...when there was NEVER the slightest hint from the Germans of any planned invasion...the British had sent an EXPEDITIONARY force to attack Germany...to invade Europe...NEVER the other way around...and like Galipoli, was a total failure...but 'spun' as a 'success' due to the successful 'escape'...when as far as I know, Germany ALLOWED them to escape...Hitler ordered this... the garrison who attacked the Germans, at Churchill's command, attacked Germans and thus they defended themselves against the garrison...but the 300,000 troops at Dunkirk was more or less left in peace to evacuate...HITLER NEVER said anything about a British invasion, nor

were any plans EVER drawn up for that, nor was there ANY sign EVER of a plan to invade...Churchill made it sound like (his speech writers cleverly manipulated the language and representations in people's minds) Hitler was invading Britain, and Britain was only carrying out 'defensive' operations...when the FACTS are that Britain attacked Germany...NOT the other way around... the FACTS are that Churchill was almost personally responsible for the British losses, and loss of Empire...no mention was made of 'Jews' supporting his lavish lifestyle....just that he was 'bankrupt'...shown living humbly, no sign of his lavish mansion and whole host of staff, servants, grounds keepers, gardeners, cooks...fact he got 'fired' indicates very strage situation...did the PEOPLE ever VOTE for war?

People rarely become aware of what they have assumed, and taken for granted, and failed to interrogate, and investigate...I keep asking myself 'what am I taking for granted'...what am I assuming...what aren't I interrogating...what part of what I believe might NOT be compelling ? Also, 'how could my well intended actions be manipulated by the Cult to its own ends...they need 'adversaries' and if they don't get them, they pay actors and mercenaries and employ their own occupied nations military / political / legal system to carry out 911 and U.S.S Liberty and Oklahoma city and Port Arthur style false flag attacks, to blame on some imaginary adversary they have 'concocted' with hired actors, faked news reports etc...you'd never KNOW the difference between a 'real' terrorist attack, and one your own government carried out...usually the 'real' terrorists work with your governments money, training, and intel anyway...you always have to be wary about how what you do can be used against you... against your positive mission for peace and justice...and freedom... any violent act that did not literally wipe out the leadership of the cult of Judah, and all its operatives, would only be welcome by the cult, as an excuse to take advantage of all the martial law they already have on paper...but have not fully employed against the masses...and to 'demonise' the adversary / satan means adversary...as evil...and 'justify' even more censorship, gun controls (control of the masses ability to defend itself from tyrannical governments and cult of Judah puppets / occupation govts)...

Have you stopped torturing your wife? How to answer that question with a yes or no? THAT is the sort of 'chance' a historical revisionist / holocaust hoax revealer faces in court...you are NOT given the chance to prove that you NEVER STARTED ...so what are you going to answer? No? Yes? And admit the guilt of having tortured her in the past? THAT is the sort of 'justice' you will get as a 'holocaust hoax debunker'...totally ironic when the judge asks you to 'be honest' and tell him if you've 'publically stated that the holocaust is pure propaganda, a lie' ... when the whole point of the persecution of holocaust 'denier's by the jew-diciary is to STOP people telling the truth...in ANY situation...so you'll be treated like a criminal for telling the truth, then like a

criminal for 'lying' and saying 'no, I've never told the truth about the holocaust in public' etc...this world is such a head fuck !!!

Of course the question 'Do you deny the holocaust' is so loaded with assumptions...like being asked 'do you believe in god'...it is in fact the NEW equivalent of that question...how can you believe in something that does not exist? If you answer that question, you are supporting the assumption that this god exists, but you simply don't believe in him... in the same way as you can NOT answer the first question, without implicitly / tacitly validating the assumption it is 'loaded' with, and tacitly requires, to make ANY sense as a question...'Do you believe in invisible weightless, massless pink elephants?' Would you answer THAT question? Ah, and why DON'T you believe in invisible invisible weightless, massless pink elephants? Do you DENY that invisible, massless, weightless, pink elephants exist? Don't you know millions have murdered and been murdered, over arguments about their color ? Its in fact traditional. Who are YOU to reject the wisdom of thousands of years of 'religion' and 'genocide'?

To DENY something, you have to assume it exists. Is real. You cannot 'deny' things that don't exist. No-one asks you to. They ask you, perhaps, do you BELIEVE in X...they don't ask 'Do you DENY the existence of Santa-Claus? Of the Easter Bunny? Of elves and fairies?

But the thing is, it is easily proven that the holocaust is a hoax...pure propaganda, which is why it is a CRIMINAL OFFENSE to do so...imagine that...you COULD easily prove the holocaust never happened... so they don't LET you...so how to defend yourself? There is NO defense, other than trying to pretend 'it wasn't me', 'I never said that'...no-one cares if what you said was true, and that you can prove it...it is insanity...no different to the Inquisition. On the other hand, McCarthyism, which is demonised as insanity, was perfectly sane and rational and it is today clear that Senator McCarthy, rather than being paranoid, was operating on the side of caution ... for it has been proven that the problem of Jew.S.S.R infiltration of the Jew..S.A was massively greater than even HE ever imagined...let alone publicly claimed...

When a government stops a protest because they 'fear' violence, they are implying there was something to fear...that the demonstrators were violent...I can only fear cats if there are cats...I don't cancel my party because I fear cats...unless I assume cats will be present...

The Cult of Judah's 'preventative strikes' and 'pre-emptive strikes' and other Nuremeberg style war crimes, which the Jew.S.A has employed since forever, allow them to 'assume' an attack is coming, and thus 'defend' themselves from this 'coming' attack, by attacking their 'adversary'... now imagine how this 'adversary' is going to respond to this logic...what alternative do they have but

try to attack first...and when they do, as Hitler did, who gets the 'blame' for the war...even the invasion of Poland was a response to Polish occupation of huge chunks of Germany...so what if some bunch of Jews somehow made it 'legal' with some totally unjust, criminal 'Treaty of Versailles'...which some well intentioned, or stupid and naïve and manipulated / corrupted Germans 'signed' it...fearing the alternative of total destruction after they had voluntarily 'ceased fire' and disarmed' themselves!

The public has been conditioned with 'complex equivalences' that are totally unconnected to reality...knee jerk emotional responses are the desired outcome...irrational...without thought or reflection, let alone interrogation...just say 'nazi' or 'hitler' or 'holocaust' or even '911' and most people will give the scripted / standardized / conditioned / implanted / suggested set of responses...like Pavlov's dogs...we were all trained to suddenly jump to a lot of propagandistic images / emotions / ideas / beliefs...none of which have any relationship to the reality of what happened before, during, and after WWII in Europe...

The thing about unstated assumptions is that you have no reason to interrogate them...you overlook them...they are not on any of your maps...they are part of the terrain that is deliberately not included in ANY maps...and all map copiers, teachers etc replicate and reproduce the maps, ad infinitum...until people take the map for the terrain...and if they actually stumble upon something not drawn on their maps, they just ignore it...overlook it...why worry about it...surely THE AUTHORITIES WOULD NEVER LIE TO US?

I mean, YOU would never lie in return for millions of dollars? Convince yourself the lie was true, so you could take the money and run? Realise your ambitions for power, pleasure, relief, luxury, privilege? What if you were offered tens of millions? What's YOUR price? Probably just 'getting to keep my job' and maybe get promoted later? THAT was all the Jews in the Jew.S.S.R who ran the show had to offer most people to 'get them to go along' with all the obvious lies, deceptions, propaganda etc...and the mass killings and working people to death that make even the lies of the Jews 6 million pale in comparison to 'oh, just a few million' compared to 70 Million ! not even 10% of the supposed 'holocaust' death toll...but because JEWS committed the crimes in Eastern Europe, you can 'DENY' it all you want...and you will not see ONE SINGLE movie from Hollywood or elsewhere, on this REAL holocaust...

Scientists have already begun 'constructing viruses' for use in gene splicing...a virus is a genetic code If it is similar to a living organism, it will not be recognised as 'alien' and 'a threat' by that organism's immune system...it won't be 'labelled' and 'explode' ... like a virus software program 'missing' a new computer virus that has not been identified for it yet, and thus IT does

nothing...it does not SEE a virus...just some code...and so the code can 'integrate' with the computer software, and be 'executed'...and do damage...but if scientists are constructing such viruses, it seems clear HIV could be one of them, and all manner of 'new' diseases' ...or immune system suppressants...that would leave us all vulnerable to even the common cold...by 'camouflaging' any strain of the cold virus well enough, so our immune system never 'flagged' it for response / destruction... like WE do NOT flag our 'religions' and 'cults' especially the Cult of Judah members as 'threats'...we've been 'trained' NOT to see what is right in front of us...an occupation... fake news...false flags...war crimes...etc etc etc ...

Erickson used such 'hidden' assumptions to bypass client resistance and limiting beliefs...'Don't fall into trance too quickly now'...'Will you X immediately, all at once, or slowly? Only your subconscious knows best'...all assume an outcome...the desired outcome... do you want to X now, or a little later? You don't need to fall into trance quickly...

We are psycho-cybernetic systems. We require 'feedback' from our environment to be able to navigate it. If we stop looking for and accepting inputs from outside of our own conditioned / programmed minds, we de-couple our subjective reality for the 'external' world. We cease 'self-correcting'. And when we stop self-correcting, things get really messed up.

We have been forced by violence and threats of violence, by Cults, (which call themselves 'religions') since time immemorial, to accept beliefs as dogmatic articles of faith, independent of any 'proof' or 'evidence' of our own senses. To even reject the evidence of our sense.

Today I am one of many of millions of people who have become aware that the 'social reality' we've had programmed into us since birth is mostly propaganda. Lies. We have been deceived, and we now know 'the truth'. But legally we are forced, by state violence 'StaatsMacht', and threats of violence e.g fines, imprisonment, loss of livelihood, demonisation, loss of public acceptance, ostracism, etc ...

YOU base YOUR decisions on faulty 'maps' of the world. Of history. Of your own potential. Of your own nature.

This guide is the capstone to my TROONATNOOR project, and no matter how hard I try, I will not be able to do what I comprehend justice. Because the final editor / author of any guide / book is the reader. And I am very skeptical that you WANT to wake up. That you WANT justice and truth and beauty. I explain various motives you might have that block you from facing reality, and your complicity in this horrific world. But if you do not have the will, there is no way forward. And I hope to be able to free those of you, and myself, willing, FROM

YOU. For YOU are the problem. Not the Cult leaders. They simply take advantage of YOUR weaknesses and YOUR nature, YOUR will. THEY enslave YOU because YOU seek to be, and ARE, slave masters in your own right. Beneficiaries of slavery. Of deliberate planned and reproduced inequality.

If you are in DENIAL about your OWN slavery, it is because you are in denial about the slavery you impost on OTHER sentient beings.

I cannot compress all I have to share in a few potent sentences. But your response to my challenge called 'The Optimal Ethics Generator' is what defines you as one of the people seeking to 'ascend' in all its meanings, and those who are NOT seeking this, and who BELONG in this prison plane.

It is YOUR mind. YOUR motives. YOUR will. I can help you open your mind. But what YOU WILL is up to you.

Like Socrates, I feel that if you become aware / awake / educated about the long term consequences of what you WILL, you will accept my 'optimal ethics generator' challenge.

But they condemned Socrates to death, basically for challenging the dominant hegemonic social reality of his day, including the dogmas of THEIR religion.

Our world religion is sadly the Cult of Judah. And THEIR dogmas are all stated in the Torah for anyone to read. Shocking and horrific. I dare you to read it. And 'Holocaust' Denial is the latest chapter of that stupendously vicious political strategy / belief system / Cult / Religion's 'Torah'. And so today, you can expect to pay more heavily for simply challenging 'The patently propagandistic lie called The Holocaust' in any way, than for raping a child. You will be stigmatized much more. No-one will have any sympathy for you. They will seek to 'rehabilitate' the child rapist, and offer every resource and support. But if you challenge 'The Holocaust' narrative, you will be defined as pure evil, and beyond help, a willfully criminal, evil person. For the only 'acceptable' response is to submit to the Cult of Judah, and ALL its lies, statutes and laws. The rapist is not required to deny reality to gain their freedom. They simply have to cease raping. Can you imagine how soul destroying it is to have to publically lie to all your friends, loved one, and condemn them, and entire nations, and Billions of people, to death and slavery, as a result? The burden is too much to expect of anyone. Too much even for confirmed philosophers like myself. Natural born philosophers with almost zero emotional investment in this world. Would Buddha have lied? Would Jesus have lied? Today people would persecute Jesus and Buddha exactly as they did in the past. For YOU have NOT changed.

This is your chance to change. And these are some of the tools I have discovered, and attempted to make as accessible as possible for everyone.

But I can NOT give you the WILL to WANT to change. To BECOME the 'becoming' your potential would allow. You are right now a BE-ing. But your true nature is that of Becoming. Fluidity. The 1000 flowers of the soul, are yours. If only you refuse slavery, as master, and slave, and choose instead truth, empathy, compassion, honesty, fairness, and beauty.

I am not speaking of 'the revealed word of god which must be true because god revealed it, and those he chose to reveal it to, wrote it down'..., a whole minefield of circular arguments...a closed loop...that seems to validate itself, but only ever remains a bunch of assumptions...that god exists, that he revealed stuff, and this stuff was written in this book, and this book was never changed, because god wouldn't allow that, but then this leaves us asking 'where is this god', and all we are told is 'take a leap of faith' and we might ask 'why'? Why...and the answer is always, oh, otherwise we will force your loved ones to stone you to death, and so...inquisitions, prison sentences, and fates worse than death...torture just being the start..nothing has changed...3000 years ago saying 'Jehovah' would get you stoned, today saying 'I reject 'The Holocaust' propaganda...based on factual evidence and compelling argument that indicates that I have as much reason to 'believe' 'The Holocaust' as I have to believe that if I jump out a window, I will float to the top of the building, rather than fall to the ground.

Circular arguments refer back to their own, usually unstated / unflagged / tacit / implicit assumptions. And challenging these assumptions, such as in the case of the inquisition, the Cult of Judah 3000 years ago, or the Cult of Judah's 'Holocaust' and 'Official 911 fairytale' today, is what gets you in the deepest trouble...from loss of livelihood, to fines, to prison, to torture, to death. Nothing has changed. Just the content of the box. Not the box. Not the Cult. Just the 'dogma'. The latest 'chapters of the torah', of 'the holocaust' and 'the official myth of 911', are what you are NOT allowed to dare to challenge. 3000 years ago it was 'the words of the priests written as the torah as the word of god and ultimate authority and source of all statutes and laws, including those about who does the hard work, and who gets the power and privileges (the priests of course), and the 'chosen' people are promised THEIR rewards in a near future 'Jew' World order...today you dare not challenge the official 911 rubbish, for fear of losing access to the best government jobs, and public ridicule, just ask Charlie Sheen, and you dare not challenge the new 'dogma' which the 'law' demands you accept as an article of faith, as they have ZERO evidence or even a coherent story / narrative for it, let alone any compelling arguments, 'The Holocaust', for fear of losing your job, relationships, and what is left of your freedom, under the new 'marital law' that is effectively hanging over your heads as I write this...you won't be stoned to death, but you WILL be rejected / demonised by your own friends and family, and be bankrupted by fines, and

face years and years in solitary confinement, which is REAL torture, my friends.

I wonder if Bertrand Russel ever 'grokked' that 'the greater good' is a fallacy...it cannot be a 'thing'...it is merely a 'class' of things...it cannot 'benefit'...it cannot 'feel'...thus you cannot 'serve' the greater good...it usually refers to the interests of the elite pushing for some program of action where the 'means' employed is vicious, nasty, cruel, horrific, and would not otherwise be considered an option by sane,rational people. Doing something horrific 'for the greater good' is simply committing acts of cruelty for the elites who are manipulating you...to serve their interests...to commit crimes... 'the ends justify the means' is the greatest lie of all time...

Second order cybernetics? Recursive self-organising systems? Have to find out what all THAT is supposed to be about. Sounds fractal. Sounds viral. Sounds like 'social reality' and 'virtual' reality... You REQUIRE such loops to build games / virtual realities...and mind prisons...but to operate on the assumption that there is 'something out there' and that 'all this is not just thoughts', we need to 'open' the system, to accept inputs from 'outside' of our 'self', in order to optimally 'function' within a greater system of operators / experience engines...

I will challenge anyone to improve on this response to Russels clumsy attempts...a HIGHER LEVEL OF ABSTRACTION PROPOSITION can NOT be used to 'demonstrate' a LOWER LEVEL OF ABSTRACTION proposition...so if some 'GOD', the highest level of abstraction' is 'introduced' as the 'argument' to 'prove' a BOOK, which is something CONCRETE and thus the LOWEST level of ABSTRACTION, was written by said God, we reject it...as you cannot 'refer to the theory of gravity to prove that gravity exists'...in fact it is electric charge... we live in an electro-magnetic soup / universe... you can't say 'it is so because THE LAW says so...you cannot say 'BECAUSE ALL MEN ARE STUPID, MARKUS IS STUPID' because the first part of the statement is a 'law'. A generalisation at a high level of abstraction, and the second refers to an actual person. What you'd need to do is prove that Markus is stupid, and everyone else, in order to justify the FIRST statement...you HAVE TO GO FROM THE LOWEST LEVELS OF ABSTRACTION, TO THE HIGHER, WHICH WE CALL INDUCTION, AND WHICH IS THE BASIS OF SCIENTIFIC METHOD... going the other way around is merely assuming 'All X are Y, and as this is X, it must too be Y'...the oldest fallacious argument in the book...no, not THAT book...the one 'revealed' by god to those Pharisees, or so THEY say...and if YOU are going to believe THEM, then there is little hope for US...But I'm selling a bridge in London if you're interested?

Today, as always, the Cult of Judah occupation governments and 'jew'diciary impose 'reality' on us...they say 'the law says it is so, so it is so'...and you

have NO right to challenge them, by referring to some 'lower level of abstraction facts, such as 'well X did not happen, Y is not true, Z is impossible, T was lying, etc....i.e 'TRUTH and REALITY are NO defence in 'Holocaust denial 'and 'hate speech' trials...you can prove till you are Prussian blue in the face, that the 'gas chambers at 'Ausschwitz' have Never ever in the course of history EVER been exposed to ANY Zyklon B...but it is NOT a defence...TRUTH has no place in the Cult of Judah's occupied 'Jewdicial' systems...Ask David Irving, or Ernst Zundel (he's in heaven now with all the good folk, in Valhalla with all the honorable and courageous souls...)...Ask all those on trial now, and in prison NOW...in Germany, or Australia, or France, Or....

Polygraphy (The Lie Behind the Lie Detector. George Maschke & Gino Scalabrini) AntiPolygraph.org

U.S government uses deception a-la 'Plato's Republic' i.e 'noble' lie. 'To the rulers of the state then, if to any, it belongs of right to use falsehood to deceive either enemies or their own citizens for the good of the state: and no one else may meddle with this privilege'. —Plato MHR the good of THE STATE and NOT the individual ... a thing that does not even exist outside of the imagination has more rights, to Plato, than actual living sensate persons !!!

Allows real spies to escape detection while victimizing innocent. No scientific validity. Polygraph tests really interrogations, employing deception. Biases against truthful. Can easily defeat with counter measures. Need to know how to protect against false positives. Basically abuse of trust of innocent / ignorant. False negative victims denied due process. Once rejected as 'failed' or 'inconclusive' blacklisted from applying for many government positions. Since 1988 in U.S most private companies banned from using polygraphy in pre-employment screening, but continued widespread use in Government, govt. contractors, and the private security industry.

Polygraph charts changes in blood pressure (increases), heart rate (faster), breathing (first quickens then slows afterwards), and perspiration /skin moisture.

Most polygraphy employs the 'Control Question Test'. 'Control' questions as those the operator assumes in advance that the examinee will answer falsely, thus giving the operator a chance to 'calibrate' the physiological responses associated with deception in the examinee. Basically how that individual's blood pressure, heart rate, breathing, and skin moisture change when they are lying. E.G Did you ever lie to get out of trouble? Operator assumes examinee will lie, and deny ever having done so. The operator in fact encourages the examinee to lie by implying that a positive answer could disqualify them from employment. When in fact it is

assumed that everyone, at some point in their lives, will have lied to get out of trouble.

The operator can now compare responses to the actual questions of interest e.g. 'Did you ever use an illegal drug', to these benchmark 'lie' responses.

The basic rule is that if the physiological reactions to the actual questions are greater / more pronounced than the reactions to the control questions, the examinee is flagged as 'deceptive', if they are the same, the result is deemed 'inconclusive', for that question. And so the simple countermeasure employed by actual professionals such as spies, would be to exaggerate the responses for the 'control' questions, to ensure that any responses to the actual questions will be less dramatic.

Between the 'Control' and 'Relevant' questions, operators will place 'buffer' questions such as 'Are the lights on in this room', telling the examinee that THESE questions are the ones used to calibrate 'honesty' responses for the examinee (mis-directing them away from the fact that it is the 'control' questions which are used for this benchmarking purpose).

The problem is that the confident, honest, person, who has NOT behaved in ways the test designers assume, will have very little response to the 'control' questions and will thus be setting an impossibly low baseline benchmark to compare the 'serious' questions against. Having honestly 'denied' a control question, with little or no physiological responses, when asked a serious, threatening question, they are likely to have higher physiological responses, and according to the test rationale, will appear to be lying, simply because of their 'above the baseline' physiological responses.

It is a question of stress response. If you have NOT done the things the test designers assume EVERYONE has done, you can answer in the negative, without feeling any stress. But most people experience some stress when asked very important, legal etc questions. So simply by being a 'better' sort of person, the examinee dooms themselves to fail the polygraph test.

The same problem applies to people who 'admit' to their guilt re: the 'control' questions, understanding that 'everyone' has committed the acts asked about in the 'control' question, and thus it could surely NOT be of any serious interest to the operator / potential employer.

Either way, the 'better', more truthful examinee will thus be disadvantaged vis a vis the deceptive, more 'average' examinee. Either way, the better candidates will thus be excluded from employment. Further, they will now be stigmatized for life as having 'failed a polygraph'.

And the professional can simply increase their physiological responses to the 'control' questions via mental activity such as solving mathematical problems, vividly remembering / imagining something exciting, or biting the side of their tongue. All of these activities will produce the physiological reactions being measured. And so when they come to lying during the interview in response to the 'Relevant' questions, they will have set a benchmark / baseline very high, the equivalent of setting the 'bar' of a high jump so high that no responses they make during the interview, to the 'serious' questions, is ever likely to exceed them.

Polygraph operators will lie, and tell you that they can 'tell' when someone is employing such 'counter measures' but the fact is that they can NOT. They may imagine they can, but no scientific study has EVER supported their delusions. In fact it is simply a 'professional' lie. The equivalent of a 'Platonic' 'noble' lie, intended to dissuade people from employing such techniques. Of course the trained professional will pretend to go along with this lie, all the while employing, effectively, the very same counter-measures.

The interrogation process known as 'polygraphy' is so dynamic, with so many variables, so many factors that can potentially impact the outcomes, that any real 'control' studies to test the validity of any particular process, or efficacy of any particular 'operator', are impossible to carry out. The 'Control' questions themselves are so qualitatively different to the 'Relevant' questions that they cannot be taken seriously as 'controls' or 'calibration' or 'benchmarking' questions. The supposed 'control' questions tend to be, compared to the 'Relevant' questions, of a like nature to comparing your response to 'Did you ever have an erotic thought about your secretary' to 'Did you ever rape your secretary'.

It is not possible to make any logically rigorous, let alone compelling, scientific, inferences between the responses to the 'control' questions, and the 'relevant' questions.

A famous CBS television 'test' of polygraphy revealed what any social scientist would have predicted, that the polygraph operators own prejudices / opinions of the examinees guilt or innocence, have a huge impact on the supposedly 'objective' 'result' of the interview. In other words, if the operator, for whatever reason, believes the examinee to be lying, they will 'get a positive reading'. Which is just as likely to be a false positive as a true positive, with no way of testing for correspondence between the 'result' and 'reality'. Except of course in the CBS case, where the researchers who 'set up' the polygraph examiners, knew the examinee in each case was in fact innocent. They had given 4 different polygraph operators to assume that 4 different examinees were 'most likely lying', and in each case, each polygraph operator, independently, 'found' a

different examinee ‘guilty’, and in each case the one they have been given to believe was guilty, by the person who ‘hired’ them.

When the polygraphers arrived onscene, each was told that although all of the suspects had access to the camera, one of the four was probably the guilty party. A different person was “fingered” for each polygrapher. Not surprising to polygraph critics, each examiner found the person who had been fingered to be deceptive, and each examiner tried mightily to get the guilty person to confess. No one, of course, had stolen anything. The four employees were confederates, paid \$□□ if they could convince the polygrapher of their innocence. With dramatic flair, CBS demonstrated that polygraphers do not necessarily use psychophysiological information to make their diagnoses of deception.

The CQT polygraph procedure is a subjective procedure, rather than an objective, scientific, verifiable, reliable, one.

The NSA has invested heavily in polygraph technology, and concluded that there was no way to determine the veracity of an examinees responses using any sort of device, and that anyone could learn the ‘counter-measures’ necessary to defeat any attempt at polygraphy within a few minutes, and that it was impossible for an operator to judge whether such counter-measures were in fact being employed.

There is no scientific basis for the thousands of rejected FBI, CIA, NSA etc applicants. I believe the polygraph tests are being used as an excuse to reject candidates who do not meet the unofficial Jew World Order requirements. In other words these corrupted, occupied U.S agencies do NOT want honest, upright, competent employees. They want easily manipulatable puppets, criminals, corrupt co-conspirators.

Several senior CIA and other alphabet agencies have been fired or forced out of their positions when their own internal research findings suggested that polygraph use should be abandoned. E.G in □□□□, the late Dr. William J. Yankee, then DoDPI director, had assembled an independent scientific advisory board which reviewed and provided comment on DoDPI’s academic curriculum and intramural research program. This board was comprised of Drs. John J. Furedy, William G. Iacono, Edward S. Katkin, Christopher J. Patrick, and Stephen W. Porges. It was the consensus of the scientific advisory board that polygraph security screening is without scientific validity. When Michael H. Capps succeeded Dr. Yankee as director of DoDPI, he promptly dismissed the entire scientific advisory board. Dr. Sheila D. Reed developed and tested the polygraph screening format adopted by the Department of Defense in □□□□ and the Department of Energy in □□□□. Her research and her observations of DoDPI teaching methods led her to the conclusion that polygraph screening

should be stopped. When she voiced this opinion publicly, DoDPI officials falsely accused her of having lied to the CIA, stripped her of her security clearance, seized her computer and research data, relieved her of her duties, and eventually coerced her into leaving DoDPI.

Consider the assumption that fewer than 1 person in 1000 is likely to have committed some activity being screened for, such as 'disclosure of state secrets'. If the Polygraph actually had a 95% predictive validity, for each 1 person identified as 'deceptive', 50 other 'innocent' people would need to be sacrificed. In other words an efficacy of only 2% arises even assuming such a high 95% predictive validity for the polygraph.

Those organisations that claim a 99.9% efficacy, such as the Dept. of War (sic Defense) simply 'pass' almost everyone they test. This is the ONLY they are able to make such a claim. And in this case, the test is next to useless for catching true 'liars', 'spies', etc.

The theoretical rationale for the polygraph is quite weak, especially in terms of differential fear, arousal, or other emotional states that are triggered in response to relevant or comparison questions

The inherent ambiguity of the physiological measures used in the polygraph suggest that further investments in improving polygraph technique and interpretation will bring only modest improvements in accuracy

The evidence does not allow any precise quantitative estimate of polygraph accuracy or provide confidence that accuracy is stable across personality types, sociodemographic groups, psychological and medical conditions, examiner and examinee expectancies, or ways of administering the test and selecting questions. In particular, the evidence does not provide confidence that polygraph accuracy is robust against potential countermeasures. There is essentially no evidence on the incremental validity of polygraph testing, that is, its ability to add predictive value to that which can be achieved by other methods.

There is no evidence that polygraph "testing" provides greater predictive value than, say, interrogating a subject without the use of a polygraph, or with a colander-wired-to-a-photocopier that is represented to the subject as being a lie detector. Compare polygraphy with superstitious lie detection rituals in primitive societies.

Polygraph "testing" is fundamentally dependent on a fraud: the polygrapher must lie to and deceive the subject about the nature of the procedure.

Official statements that 'other alternatives fail to outperform polygraph tests' is misleading by what it omits. That is, that NO technology has to date been

developed that can do what is claimed for any 'lie detection' device. Other alternatives may be EVEN worse at lie detection than polygraphs, but that does NOT make polygraphy any LESS of a failure at the same task.

U.S National academy of sciences rejects Polygraphy as efficacious. The U.S government just ignores their findings.

In 1996, the U.S. House of Representatives Committee on Government Operations review of polygraph policy reported: It is the recommendation of the committee that the use of polygraphs and similar devices be discontinued by all Government agencies for all purposes. But Congress took no action.

In 1998, Congress ratified and President Ronald Reagan signed into law the Employee Polygraph Protection Act (EPPA) prohibiting most polygraph screening in the private sector, the Act expressly exempted federal, state, and local government. In the years since the OTA report, the reliance of Government on polygraphy has grown, rather than diminished, even as numerous spies have beaten the polygraph.

The only argument in favor of polygraphy is that some people admit to lying, based on the false premise i.e believing the polygraph operator's claims to be able to read minds. As long as some people admit things during a polygraph test they otherwise might not have, the tool is considered to be a useful deception / trick in the revealing of deception among job applicants and employees. A 'noble' lie.

The problem is that it ONLY works with people who fall for the trick / deception, and fail to employ counter-measures to counter polygraphy's assumed efficacy. This leaves only a small group of naïve, nervous people who are ever likely to be 'unveiled' as liars.

In other words only naïve, gullible people. Hardly the type to engage in professional espionage. Though it must be admitted that SOME people will thus be validly 'outed' as having lied. Most likely only applicants for jobs, rather than 'spies'. Anyone a professional spy would deal with to gain access would first be informed by that professional on the facts of polygraphy, and on the simple counter-measures. So WHO is really getting 'caught out' by polygraphs? No-one likely to be of any real significance to the intelligence industry or to national security.

In the CIA and the NSA, the polygraph has become the single most important aspect of their employment and personnel security programs. But why then? I posit as a tool for 'screening' out the most conscientious, pro gun rights, pro constitution, pro democracy applicants.

The Aldrich H. Ames Espionage case of 1994: CIA counterintelligence officer Aldrich Hazen Ames charged with spying for the former Soviet Union and later, Russia. Ames had passed two CIA polygraph “tests” during which he falsely denied having committed espionage.

Claims made by Edward J. Curran that Ames polygraph readings DID in fact indicate deception are a case of ‘post-retrospective revisionism’ common to all criminal investigations, namely, once a person has been convicted, investigators re-interpret their past behaviors as consistent with their criminality, when in fact nothing in their past behaviors fits any ‘pattern’ at all. He even claims that he had NEVER seen counter-measures effectively employed. Totally PROVING the point, while attempting to ‘spin’ it. The point being that counter-measures are IMPOSSIBLE to detect, and thus effective for this very reason. Ames admitted to having received KGB training in such counter-measures, and he was NEVER suspected of having employed such.

Polygrapher claims that Ames exhibited tell-tale responses to some *other* questions (e.g., financial ones), and that this should have tipped off the polygrapher or someone in his chain of command as disingenuous. Many of the questions on CIA screening polygraph exams are highly emotionally charged, and many if not most completely innocent people have trouble with at least some of the questions. If Ames did indeed respond somewhat to some of the questions, this would not set him apart from several thousand other employees who were subjected to polygraph interrogation.

If we took the records of polygraph interrogations that preceded Ames’, and the 100 interrogations that followed Ames’ and removed any identifying information from the polygraph charts. Give these charts, along with Ames’ chart, to a panel of the best polygraphers. See if they can pick out the one spy from the 100 polygraph charts. Have them rank the charts from most guilty looking to most innocent. Given that Ames passed the test and did not show responses to several espionage-related questions, there would be many innocent individuals in such a test who would look much guiltier than he did. Given that Ames did not show any tell-tale responses to questions directly relating to his crimes, even if he did indeed show some stress responses to some of the other questions, this would put him somewhere in the middle of the sample. 30 to 50 percent of these people would have polygraph results that would look guiltier than Ames’. It would not have been practical to fire or even to investigate all of these people.

MHR Most likely FBI and CIA rely on polygraphs to allow their own shadow government black-ops agents to continue their illegal work without fear of being exposed. The FBI and CIA can ‘test’ these people, knowing they will ‘pass’ the polygraph’, and thus never come under suspicion. Providing the public and

administration with a false sense of confidence that ‘there is no illegal activity going on here’ etc.

Ames passed the polygraph twice while engaging in espionage. Statistically, your odds of being found guilty increase phenomenally under repeated ‘screenings’ / polygraph tests. Statistically 99% of participants would show a worse result than Ames on at least one of their tests if tested once every 5 years over a 35 year period. Are all these people to be fired and charged with espionage?

Any contention that the polygraph might have been successful in detecting Aldrich Ames—if only the results had been more carefully scrutinized—is sheer nonsense. In light of the known facts of the Ames case—even if we make the most favorable assumptions imaginable regarding the accuracy of the polygraph—any criterion that would have identified Ames as suspicious would also have implicated at least half of the other CIA employees over the course of their careers.

The existence of effective countermeasures virtually assures that a well-prepared and determined opponent could achieve nearly a $\square\square\square\%$ penetration of the national security polygraph screen. In fact, according to Robert Gates of the CIA, numerous double agents, particularly Cubans and East Germans, have passed the CIA polygraph over the years.

Of course the U.S intelligence community knows about counter-measures, and trains its own operatives in them.

The CIA turned over its polygraphy to the FBI, after the Ames fiasco. Ed Curran at the FBI employed a strategy of terror and witch-hunts, as if that way they could make up for the inadequacy of Polygraphy. The result was the firing of hundreds of innocent employees on the scantiest of indications i.e ‘problems’ with the polygraph exam. All employees approached the tests filled with anxiety, and the stress lead to many ‘inconclusive’ results used to fire them. To give the false impression of a ‘crack-down’ and false impression of having ‘rooted out spies’ etc. All Curran did was impose a sense of paranoia and fear, placing countless people under investigation. Being under an active FBI investigation, no matter how flimsy the evidence, meant no promotions, no overseas assignments, no sensitive clearances. By late 1995 more than three hundred people were under suspicion.

Dr. Ignatz Theodor Griebel. Karel Frantisek Köcher (A.K.A. Karl Koecher. Career CIA employee Larry Wu-tai Chin are a few famous cases preceding Ames. All these people passed polygraph tests.

Attorney Mark S. Zaid, in a federal polygraph lawsuit: Upon information and belief, when the FBI implemented its polygraph program in 1994, the then

current special agent class had already begun its training. Nevertheless, members of the 1994 class were administered polygraph examinations and approximately half the class failed. However, the FBI simply overlooked this problem and waived the requirements of the polygraph for the 1994 class.

The Bureau conducts pre-employment polygraph screening of applicants only after they have received a tentative offer of employment. Those being polygraphed are the best and the brightest. But in the first three years of the pre-employment polygraph program, 20% of FBI applicants were “determined to be withholding pertinent information” (Kerr, 1997) The FBI summarily terminates the applications of those “determined to be withholding pertinent information” based on their polygraph chart readings. There is no formal appeal process.

in a laboratory study conducted by Dr. John A. Podlesny of the FBI laboratory division and Professor John C. Kircher of the University of Utah (Podlesny & Kircher, 1999), 20% of subjects who were innocent of committing a mock crime were classified as either “deceptive” or “inconclusive.” (In the pre-employment context, an inconclusive outcome is treated the same as a deceptive outcome.)

Roger L. Trott, chief of training at the FBI Academy in Quantico, Virginia, has placed the FBI pre-employment polygraph failure rate at nearly 50% (Mondics, 2002).

The risk of a false-positive outcome is so high, and the consequences so severe, that the FBI pre-employment polygraph examination is a risk not worth taking.

DOJ lawyer Michael R. Dreeben noted that “[t]he fundamental unreliability of polygraph evidence is underscored...because of the possibility that countermeasures can defeat any test.” (Asseo, 1997).

Astrological chart readings, palm readings, tea leaf readings, or the readings of entrails as practiced by the ancient Romans. There now exists no more compelling reason to institute a program of wide spread polygraphy than there does implementation of any of these other divining activities.

MHR claims that ‘we haven’t had a false positive result in any of the 1800 tests performed’ beggars belief. It simply means that we believe any positive result was genuine, due to our own delusional confidence in our methods. How could an innocent person prove their ‘positive’ result was ‘false’?

MHR given the ease of employing effective counter measures, and ‘failures’ are more likely to be innocent, as any professional would have employed counter measures successfully and passed!

Mr. Renzelman lied to scientists and engineers at Sandia National Laboratories and Los Alamos National Laboratory about the rationale for the directed-lie “control” questions used in DOE’s polygraph screening format, claiming that they “are designed to elicit your capability of responding physiologically should you intentionally tell a lie.” (Maschke, 1999). He suggested that the purpose for the “pre-test” interview is to make sure that the subject understands what is meant by “espionage” and “sabotage,” whereas its main purpose is actually to elicit admissions and to obtain leads that may be useful in a “post-test” interrogation.

“Significant response” = “deception indicated”

Just because all DOE employees polygraphed as of July □□□□ ultimately “passed,” it does not follow that none of them were spies or saboteurs. By relying on unreliable polygraph “testing,” DOE and other agencies may succeed in deluding themselves into a false sense of security, but actual spies will go undetected, as did CIA’s Aldrich Ames.

The true false positive rate in the DOE polygraph program is about □□%, not zero. But DOE polygraphers are no doubt aware that they cannot get away with falsely accusing some □□% of those they interrogate of being spies and saboteurs. It seems clear that, after grilling subjects a bit, DOE polygraphers are choosing to overlook charts which, based on DoDPI doctrine, should be scored as indicating deception.

According to the Final Report of the Attorney General’s Review Team on the Handling of the Los Alamos National Laboratory Investigation, better known as the “Bellows Report,” Curran predicted in a memorandum dated □□ December 1998 to Secretary of Energy Bill Richardson only two possible outcomes: “either he would refuse to take the polygraph and DOE would pull his clearance and take steps to terminate his employment or he would agree to take the polygraph, not ‘pass’ it, and his clearance would be pulled and termination proceedings initiated.” Clearly, the demand that Lee take a polygraph “test” was intended merely a pretext for revoking his clearance and firing him. According to the Bellows Report, on □□ December □□□□, the day of the “test,” FBI Special Agents Carol Covert and John Hudenko, who were on hand to interrogate Lee after the “test” in the event that he failed, “became concerned about what exactly was supposed to happen if Lee passed the polygraph.” The report continues, “SA Covert said they got Curran on the telephone and he said ‘it’s not going to happen.’” □□ Two days later, on □□ December □□□□, polygrapher Wolfgang Vinskey, employed by DOE contractor Wackenhut Corp., administered a polygraph interrogation to Dr. Lee. There were four relevant questions: Have you ever committed espionage against the United States? Have you ever provided any classified weapons data to any unauthorized person? Have you had any contact

with anyone to commit espionage against the United States? Have you ever had personal contact with anyone you know who has committed espionage against the United States? Ed Curran's prediction notwithstanding, Dr. Lee received one of the highest "passing" scores possible. According to the Bellows Report: After the polygraph examination was over, SA Covert and SA Hudenko talked to the polygrapher and were told that Lee had not only passed the polygraph but "blew it away." CBSNews.com reported, "The polygraph results were so convincing and unequivocal, that sources say the deputy director of the Los Alamos lab issued an apology to Lee, and work began to get him reinstated in the X-Division." (CBSNews.com, 2000) However, when the FBI later wanted to search Wen Ho Lee's home, Special Agent Michael W. Lowe, at para. 11 of an affidavit in support of a search warrant filed on □ April □□□□ (Lowe, □□□□), swore that: ...[f]ollowing the interview on December □□, □□□□, DOE polygraphers administered a polygraph examination of LEE. The examiner's initial opinion was that LEE was not deceptive. However, subsequent quality control reviews of the results, by both DOE and by FBI Headquarters (HQ) resulted in an agreed finding that LEE was inconclusive, if not deceptive, when denying he ever committed espionage against the United States.

The polygrapher may read whatever he (or his boss) pleases into the charts.

The FBI decided to re-polygraph Lee. On □ February 1999, FBI agents falsely explained to Lee that they "needed his help solving a puzzle related to the W□□, but first he had to be cleared with a polygraph." (Stober & Hoffman, □□□□) Lee reluctantly agreed. Stober and Hoffman describe the beginning of his polygraph interrogation by FBI Special Agent Rich Hobgood as follows: Resigned, Lee reported to the Los Alamos Inn at □ A.M. on February □□. He was shown into a room where the polygrapher, named Hobgood, was waiting. Agents had taken down the room's artwork and situated a table and a chair for Lee facing one of the blank walls. The room was uncomfortably warm, and Lee had the distinct impression that the FBI had turned up the thermostat. He took a seat and Hobgood hooked him up to the machine. The polygrapher cinched the finger cuff around his thumb to a painful tightness. Hobgood informed Lee that he was a suspect in an investigation into the loss of classified information on the W□□ warhead—the first time the FBI had clearly told him. He was advised of his rights, just as he would be if he were being arrested. Lee found this upsetting. Upsetting indeed. Placed in an overheated room, with a polygraph attachment tightened to the point of causing pain, and faced with the sudden shock of learning that he was the suspect in an espionage investigation, it is hardly surprising that Lee would physiologically respond to the accusatory relevant questions. If Stober and Hoffman's account is accurate, it would suggest that the FBI deliberately rigged the "test" to ensure that Lee would "fail."

LEE was then asked the follow [sic] two questions: Q: Have you ever given any of those two codes to an unauthorized person? A: No. Q: Have you ever provided W-88 information to any unauthorized person? A: No. The polygraph examiner concluded that LEE's answers to these questions were deceptive.

The Department of Defense (DoD) has long had a counterintelligence-scope polygraph program, the ostensible purpose of which is to deter and detect espionage, sabotage, and terrorism. The DoD polygraph program is a prime example of waste, fraud, and abuse at taxpayer expense. Every year, the Office of the Assistant Secretary of Defense (Command, Control, Communications, and Intelligence) prepares for Congress a report on the DoD polygraph program. These reports are designed to "sell" the polygraph program to Congress and cast it in the most favorable light. As we shall see, DoD has been selling Congress a fraudulent bill of goods. The DoD Polygraph Program Report for Fiscal Year 2000 (U.S. Department of Defense, 2001) reveals that in that fiscal year, 7890 DoD and contractor personnel underwent polygraph security screening, not including NSA and NRO. The report indicates that the only individuals who "failed" their DoD polygraph screening "tests" were those who made "substantive" admissions. Everyone else "passed." Thus, the key to passing is to simply to make no "substantive" admissions!

Of the 7890 individuals examined under the CSP Program in Fiscal Year 2000, 7688 showed no significant physiological response to the relevant questions (non-deceptive) and provided no substantive information. The remaining 202 individuals provided substantive information. Of these 202 individuals, 194 received a favorable adjudication, three are still pending adjudication, five are pending investigation, and no one received adverse action denying or withholding access.

This report makes it clear that the polygraph charts are not being used to determine whether individuals pass or fail: if the individual provides no "substantive information," then any physiological responses he/she may have shown to the relevant questions are ultimately deemed not to be significant, and the individual "passes." But if the individual provides "substantive" information, then he/she "fails," regardless of the polygraph chart readings.

So polygraphy clearly can only identify spies who chose to confess, despite their ability to easily 'cheat' the tests.

The FBI arrested Ana Belen Montes, the Defense Intelligence Agency's (DIA's) senior analyst for matters involving Cuba, on charges of conspiracy to commit espionage. Both Regan and Montes worked in DoD agencies in positions that require counterintelligence-scope polygraph screening. Montes, who was working for the Cubans even before she began her DIA career, is known to have passed at least one DIA polygraph examination (Johnson, 2002).

In 1999, after undergoing an NCIS polygraph session, Petty Officer Daniel M. King was told he had failed the polygraph test, when in fact the result was the ever common ‘inconclusive’ / ‘no opinion’. This would reasonably be expected to lead to high levels of stress and anxiety during future polygraph tests. Now Department of Defense regulation 5219.48-R prohibits using the polygraph as such a “psychological prop.” However this is exactly the ONLY way in which polygraphy can be said to be in any way ‘effective’, and this is the way it was employed in King’s case, with the added ‘trick’ of the ‘lie’ that he had ‘failed’ the test previously. After 3 days the operators stopped recording their results and interrogation process, another deviation from the recommended protocols. These interrogations continued for 3 weeks, with up to 5 tests a day. All results were ‘indeterminate’ except for one gained after a long day of multiple sessions, under ‘impermissible’ conditions bound to produce inaccurate, and hence unusable, results. King had complained of fatigue and lack of sleep. He failed to pass subsequent polygraph tests under conditions prohibited under DoD regulation 521.48-R. Sleep deprivation, and abusive interrogations made the ‘results’ of zero value. Being told he was, based on the polygraph results, a spy engaged in espionage, triggered physiological responses leading to misleading polygraph readings. This is why polygraph results are inadmissible in court. They can be easily abused by operators to get false positives. And of course counter-measures can easily be employed to get false negatives. NCIS subjected CTR1 King to days of polygraphic interrogation and sleep deprivation and denied him a lawyer when he requested one. after a 19-hour interrogation session (and having been interrogated during 30 of the 39 previous hours) CTR1 King signed a confession stating that he had sent a computer disk containing classified information to the Russian embassy. His confession was uncorroborated by any evidence whatsoever, and he promptly retracted it. Nonetheless, CTR1 King spent well over a year in pre-trial confinement before the presiding military investigator, Commander James P. Winthrop, USN, recommended that charges be dismissed. CTR1 King was released on 9 March 2001 and has since retired from the Navy with a clean record.

In 1986 newspaper headlines revealed that Marine guards at the U.S. Embassy in Moscow had been found to have conducted guided tours for Soviet KGB agents through the secret inner sanctums of that building. A Time magazine cover graphically portrayed by far the worst shame ever to bedraggle the honor of the Corps. Within a few months it became clear that this never happened. The marines who signed confessions had been victimized by over-enthusiastic and paranoid NCIS polygraph operators for days, until they were willing to agree to sign any number of wildly bizarre and conflicting statements, just to gain freedom from their interrogators.

CIA, NSA, FBI, and the Departments of Defense and Energy, other federal agencies such as the U.S. Secret Service, DEA, the Internal Revenue Service, the

U.S. Capitol Police, and the Food and Drug Administration also rely on polygraphy. In addition, many state and local law enforcement agencies and fire departments use polygraphy to screen applicants and to interrogate their current employees in internal affairs investigations.

Government agencies rely on polygraphy primarily because naïve and gullible subjects, fearing that the polygraph will detect the slightest hint of deception, will often make admissions that they might not otherwise make. Those innocent persons who are falsely accused in the process are considered “acceptable losses.”

The 1971 Oval Office tapes captured President Richard M. Nixon explaining why he had ordered polygraph screening for the White House staff: “Listen, I don’t know anything about polygraphs and I don’t know how accurate they are, but I know they’ll scare the hell out of people.”

In 1983, the Congressional Office of Technology Assessment (OTA) reported: It appears that NSA (and possibly CIA) use the polygraph not to determine deception or truthfulness per se, but as a technique of interrogation to encourage admissions. NSA has stated that the agency “does not use the ‘truth v. deceptive’ concept of polygraph examinations commonly used in criminal cases.

The NSA wrote to the White House, “over □ □ % of the information the NSA develops on individuals who do not meet federal security guidelines is derived via [voluntary admissions from] the polygraph process.” (National Security Agency, 1993). Joint Security Commission acknowledged in its 1994 report stated that ‘questions about the polygraph’s validity remain academic.’

Former CIA and DOE counterintelligence chief Edward J. Curran clarifies the true function of polygraphy when he notes: ‘if people believe that that machine’s gonna catch them in the lie, they’re more willing to make statements or admissions to you prior to the test, or during the test’.

1994, Director Freeh authorized the use of polygraph examinations for all FBI employment applicants. Since that time, the FBI has conducted approximately 16200 pre-employment polygraph examinations. Of those 80 percent passed and continued processing; 20 percent were determined to be withholding pertinent information. When these individuals were interviewed about their unacceptable performance in the polygraph session 36 percent admitted to withholding substantive information, thereby confirming the results of the polygraph examination. The FBI’s polygraph screening focuses exclusively on counterintelligence issues, the sale and/or use of illegal drugs, and the accuracy and completeness of information furnished by applicants in their employment applications.

The FBI summarily rejects the applications of those whose polygraph charts are interpreted either as indicating deception or inconclusive.

The DOE assumes 20% of its employees will violate security protocols, and so the fact that polygraphy produces 20% positive rates either means they based their assumption on the 'results', or the examiners are adjusting their interpretations of results to get the 20% result expected of them. If they 'fail' to reach this 'benchmark', perhaps they will be defined as 'incompetent' and not promoted etc?

In bureaucracies, it is common to advance simply by avoiding making any mistakes. And so the polygraph is used to justify 'erring on the side of career prospects' caution. The careerists prefer to sacrifice any number of innocent victims, just to avoid making a 'career limiting move' themselves. No-one will blame them for this victimisation. So the careerist has every reason to accept the polygraph operator's 'verdicts', and no reason to 'take the risk of making a CLM'. The decision maker is only held accountable if they contradict the polygraph operators 'verdict'. They are never held accountable for the innocent victims of this process.

Special Agent H.L. Byford, an FBI polygrapher stated a common assumption that 'if someone has smoked marijuana 15 times, he's done it 50 times. Those who have any doubts about how many times they used are going to fail. Those who are certain that they only tried it once or three times or five or whatever, will pass'. So an FBI applicant who reports that he smoked marijuana say, *about 8 times* (under the Bureau's official limit of 15 times), but cannot *precisely* recall the number of times, is going to "fail."

Official DoDPI research also demonstrated racial bias, with 'whites' less likely (63%) to be a victim of a false positive, in such polygraph tests, than 'blacks' (77%) of being found deceptive or 'inconclusive'. Either result would destroy any hopes of employment with ANY U.S Federal Government organisation or contractor. These studies were 'covered up' but leaked.

Former FBI special agent Mark Mallah testified during DOE's public hearings on polygraph policy (U.S. Department of Energy, 1999) re: inflation/fabrication of results: 'To a polygraph examiner/interrogator, a confession is like a trophy. So the slightest sliver of anything—anything that can be construed or misconstrued as damaging—that examiner has a strong incentive to say, "I got an admission; this person was deceptive; here's the proof." Johnson polygraphed me, then insisted that I was showing deception on this issue. He challenged me as to how I could be so sure about it, especially when the incident was four years ago. I responded that I could look out the window and see it was daylight, but if I did not actually see the sun and he asked me if I was absolutely sure that the sun was really there, then no, I could not be 100% sure of that either, but I could be as

sure as I could possibly be. The same with the absence of classified documents in the briefcase, I told him. The FBI Version- “Mallah admitted that he could not be 100% certain that there were no classified documents in the briefcase the night it was stolen. Mallah stated that he had no specific knowledge of what classified document could have been in the briefcase.” Subsequent reporting on this issue, from a Special Agent in Charge of the New York Office at the time, Carson Dunbar, stated: “Prior to the polygraph, SA Mallah stated that ‘to the best of his knowledge, he can ‘categorically’ state that there were no Bureau (FBI) documents, classified or otherwise, contained in that briefcase when it was stolen (end quotes missing). After being told that his polygram reflected that he was deceptive, Mallah stated that ‘he could not be 100% certain that there were no classified documents in the briefcase the night it was stolen.’”

Defense Security Service Agent Snyder, when interrogating –polygraphing David A. Tenenbaum, claimed he would get plaintiff to confess, no matter how long it took. Agent Snyder called plaintiff a liar and said he could tell plaintiff was a spy just by looking into his eyes. Further, Agent Snyder claimed that all plaintiff had to do was confess and he would suffer only a “slap on the wrist.” It was then claimed that Tenenbaum had made several confessions, all of which he later stated he had never made. A Judge authorized the search of his residence, based on Snyder’s lies to the FBI about Tenenbaum.

Snyder won the American Polygraph Association (APA) William L. Bennet Memorial Award in 1986 in “recognition of excellence-achievement...as a token of APA appreciation for unrelenting efforts and display of ability in the APA interest,” and in 1992 he received the AI & Dorothea Clinchard Award “honoring extended, distinguished, devoted and unselfish service in behalf of the APA membership.”

Government officials use polygraph “testing” as a pretext for adverse action in the absence of supporting evidence. Polygraph “tests” may be deliberately rigged to increase the likelihood of the subject “failing.” In 2001 at the second public meeting of the National Academy of Sciences/National Research Council Study to Review the Scientific Evidence on the Polygraph, Dr. James Blascovitch, a member of the review panel, stated, “...every examiner I asked at DoDPI, ‘If you wanted someone to fail this test, could you have them do it, physiologically?’ They all said ‘yes.’”

Attorney Mark S. Zaid, in his prepared remarks submitted to the U.S. Senate Committee on the Judiciary at its 2001 “Hearing on Issues Surrounding the Use of Polygraphs” (Zaid, 2001) writes: ...[I]n 1997-8, CIA polygraphers reported to the Department of Justice’s Public Integrity Section that they were instructed by CIA management to “fail” certain employees. They were taught how to sensitize examinees during pre-testing interviews so as to create the likelihood of false

positives. Neither the CIA nor Department of Justice ever conducted an investigation into these allegations.

An example of an FBI polygrapher's lie used to trick a confession, after placing him in solitary, and interrogating him for hours on end with no breaks: "The results of the test are inconclusive," the agent said, "but this never happened to anyone who said the truth.... And also threatened "We will make the Egyptian authorities give your family hell if you don't cooperate," "You know you have nothing to do with September 11, you were scared of the FBI and denied the radio was yours, but you can tell the truth," the agent persisted. in case of FBI and Abdallah Higazy, a thirty-year-old Egyptian graduate student with a valid visa re: 911. He falsely confessed to having a pilot's radio in his room during 911. A few days later an American pilot turned up at the hotel to pick up his radio i.e the one in question. Higazy was released in his cotton prison scrubs and given three dollars for subway fare on January 11. The charges against him were dropped. In May 2002 Ronald Ferry, the former hotel security guard who produced the pilot's radio was sentenced to six months of weekends in prison for lying to the FBI. He admitted that he knew that the device was not in a safe belonging to Higazy. Ferry, who is a former police officer, said that he lied during a "time of patriotism, and I'm very, very sorry." The judge said that his conduct was "wrongly motivated by prejudicial stereotypes, misguided patriotism or false heroism.

Computer technology cannot compensate for the intrinsic flaws in polygraphy any more than A.I tea leaf / entrail / astrology readings are going to be any more valid than a subjective human being.

Governmental agencies cynically rely on polygraphy because it is useful for eliciting admissions from naïve and gullible subjects.

Polygraph "tests" have three distinct phases: 1. the "pre-test" interview and "stim test"; 2. the "in-test" phase (polygraph exam); 3. the "post-test" interrogation (when applicable).

The "Pre-Test" Interview In this phase, the polygrapher will attempt to establish rapport with you. He will ask about your background and interests, and may well remark on something both of you have in common. He will use information gleaned during this "pre-test" interview to choose the "control" questions he will be asking you later, and he will also exploit this information in an attempt to elicit admissions during any "post-test" interrogation. In addition, the polygrapher will take note of any damaging admissions you make. Your polygraph examiner will next briefly explain how the polygraph instrument works.

Two rubber tubes are used. One will be placed across your chest and the other will be placed around your abdominal area. They will be used to record your breathing. There are two metal finger plates next to the rubber tubes. These plates will be attached to two of your fingers and will record your sweat gland activity. Finally, there is a blood pressure cuff on the desk. It is the same type of cuff a doctor uses to measure blood pressure. It will be placed on your arm and will monitor changes in your cardiovascular activity. These physiological changes are a result of an automatic response system in your body. It is a response system over which you have no control. Even though a lie might be socially acceptable or only a small lie, or a lie by omission, your body still responds. The recording on the polygraph will show only the physiological responses. Therefore, it is extremely important that you be totally honest.

This explanation is deliberately false and misleading. In fact telling a lie does NOT always result in physiological changes measurable by the polygraph. But the operator needs you to believe it does, so that any time you lie, you will feel anxious of being ‘caught out’ by the machine. Fear is an essential element of all polygraph “tests.” In its □□□□ assessment of the Ames case, the U.S. Senate Select Committee on Intelligence reports, “A former polygrapher noted that without proper preparation, a subject has no fear of detection and, without fear of detection, the subject will not necessarily demonstrate the proper physiological response.” (U.S. Senate Select Committee on Intelligence, 1994).

The problem with this relationship to fear is that there is no way to distinguish between fear of a false positive, or of the operator’s prejudices, and fear of being ‘caught out in a lie’.

A “stimulation test” or “stim test,” (DoDPI calls it an “acquaintance test.”) is supposedly to allow the operator to “adjust the instrument” and to make certain that you are “capable” of physiologically responding if you were to intentionally tell a lie. But this explanation is itself a lie. The true purpose of the “stim test” is to dupe you into believing that your polygrapher can read your mind and that the slightest deception will be detected. They do this using questions to which they already know the answer, but pretend they are ‘reading’ it from your unconscious physiological responses, which the polygraph is easily measuring, and the polygrapher is easily interpreting. In this way they set up the belief in you that you cannot control your physiological responses when you lie, and that you will certainly ‘give yourself away’ any time you lie. Your polygrapher will attempt to convince you that you are not capable of lying without the polygraph instrument detecting it. Convinced of this fact you may either make a confession, or feel anxious any time you lie. Either way, they have won.

In earlier times, the “stim test” was usually done with a deck of cards. Your polygrapher would ask you to pick a card and not show it to him. Then, while you are connected to the polygraph, he would ask you to answer “no” to each question he asked. Suppose you draw the jack of diamonds. Your “stim test” might go like this: Did you pick a face card? (No.) Did you pick a number card? (No.) Your polygrapher nonchalantly tells you, “It’s obvious you picked a face card.” He then proceeds to ask: Did you pick a king? (No.) Did you pick a queen? (No.) Did you pick a jack? (No.) He then informs you, “You’ve clearly drawn a jack.” He continues: Did you pick a spade? (No.) Did you pick a club? (No.) Did you pick a diamond? (No.) Did you pick a heart? (No.) Your polygrapher gazes into his charts and earnestly tells you, “It’s clear you picked the jack of diamonds. No doubt about it. You’re a ‘screamer.’ You can’t tell a lie without your body giving you away.” But what your polygrapher wouldn’t tell you is that you drew your card from a trick deck, in which every card is the jack of diamonds. In another version of this card trick, an assortment of genuinely different cards is used, but the polygrapher has memorized their order.

nowadays, the card trick has largely given way to the “numbers test.” In a known-solution numbers “test,” your polygrapher will ask you to pick a number, say, from three to eight, and to write it on a sheet of paper. If you’re right-handed, he may ask you to write the number with your left hand. This supposedly makes the act of your writing the number more significant to you. The number you write will be known to both you and the polygrapher. Let’s say you pick “4.” You write it on the slip of paper. Your polygrapher will then write-in five additional numbers (in this case, 1, 2, 3, 5, and 6) in a list above and below or to the left and right of the “4” that you wrote; then he will affix the paper to the wall in front of you. Your polygrapher will next instruct you to answer “no” each time as he asks, “Did you write 1? Did you write 2?,” etc. And he will tell you that when you answer “no” to the number that you wrote, you are to look at that number on the wall and to consciously think about having chosen it and written it down, and then to deliberately lie and say “no.” Did you write 1? (No.) Did you write 2? (No.) Did you write 3? (No.) Did you write 4? (No.) Did you write 5? (No.) Did you write 6? (No.) Whether you showed any discernible reaction while “lying” or not, your polygrapher will attempt to convince you that you are not capable of lying without the polygraph instrument detecting it.

It is obvious that you know lying is wrong. You’re not capable of lying without your body reacting. You reacted strongly when you lied about that number. Even though I asked you to lie and it was an insignificant lie, you still responded. That will make this examination very easy to complete as long as you follow my directions.

Don’t be your polygrapher’s fool. The lie detector cannot detect lies (it only records physiological data), and your polygrapher cannot read your mind.

In 1997, one CIA applicant, whose wife had recently left him, was asked the following mix of questions during the “pre-test” phase of his pre-employment polygraph screening: • Have you ever participated in groups advocating the overthrow of the U.S. Government? • Have you ever performed services for another intelligence service? • Do you masturbate? • What do you think about while masturbating? • Have you ever had sex with another man? • Have you ever thought about having sex with another man? • Have you ever killed another person? • Have you ever thought about killing another person? • Have you ever thought about killing yourself? • Do you lie? • How much do you lie? Daily? Weekly? • Would you lie to make yourself look better, if you knew you wouldn’t get caught? • Why did your wife leave you? • Couldn’t you satisfy your wife sexually? • Has she or any other woman accused you of being unable to satisfy them? • Have you ever cheated on your wife? • Have you ever thought about cheating on your wife? • Do you daydream? • Would you consent to us medicating you for continued examination? • Have you ever thought about having sex with your mother? • Have you ever bounced a check? • Have you ever been arrested for DUI? • Should you have been?

Sarah, a case officer, found the inquisitors at “The Farm”, the CIA’s headquarters in Langley, Virginia, persistently curious about her private life. She describes her last polygraph, in July, as an exercise in abuse and intimidation. “They kept coming back to my sex life,” she says. “They asked how many times we have sex in a month, what kind of sex we have, what kind of positions, what I was wearing. Officers took her through a list of the most perverse sexual acts, asking her if she had ever practised them with her new boyfriend. “The Agency told me my fiance must take a polygraph. He did, and he failed. He’s not an intelligence professional, and I think he was just spooked.” Jane was given a choice: dump the man or leave the Agency.

Polygraph questionnaires employ 3 types of question: ‘relevant’, ‘irrelevant’, and ‘control’(comparison) questions.

Relevant Questions deal directly with the crime under investigation.

There are 2 types of ‘Control’ (comparison) question. The ‘probable-lie’ format is most common in pre-employment polygraph screening and in criminal interrogations. The ‘directed-lie’ format is used by the Departments of Defense and Energy for polygraph screening. Some private polygraphers use a combination.

The ‘probable lie’ is a question the polygrapher expects you to answer deceptively, to allow them to take baseline ‘deception’ readings and calibrate their interpretation of your results. They will act as if you are expected to answer honestly. They will direct you to do so, but expect you to answer deceptively. Further, you will be offered complex questions to which you have only two

options of response. You will thus be forced to answer either yes or no, to questions which are hard to simply, honestly, answer yes or not to. You will be encouraged to become confused, unsure, uncertain, about whether you can honestly answer simply yes or no, and to be forced to discuss these doubts with the operator. This gives the false impression that you are expected to answer honestly yes or no, when in fact the operator is merely 'benchmarking' your physiological responses for doubt, confusion, and deception. Later they will refer to these to compare any future apparent doubt, confusion, or deliberate deception indicated by the polygraph readings.

Such questions are deliberately vague, general, broad, covering a wide time-frame. Examples include: Have you ever lied to a loved one? Have you ever taken something that does not belong to you?" Since the age of 18, have you ever considered hitting someone in anger?

You will of course find yourself having to answer 'yes' to one or more of these questions, no matter how minor your 'guilt' / transgression was. It is inevitable.

Following these admissions, expect follow-up questions along the lines of, "Other than what you told me, have you ever lied to a loved one?" The polygrapher will work to give you the impression that this transgression might seriously jeopardize your chances of passing the polygraph test, and pretend to be 'on your side' by getting you to elaborate, to explain, to avoid 'failing the test even before you have begun it'.

If you answer no, the polygrapher, assuming you **MUST** have committed the transgression, as everyone is assumed to have, will treat your response as a lie, and dig deeper, trying to get a confession/

It is assumed you lied during the control questions. And so if your polygraph readings / physiological responses are stronger for the relevant question, it is taken as an indicator that you **MUST** be lying.

If your physiological responses while answering the relevant and "control" questions are about the same, then the outcome will be deemed inconclusive.

Unless your polygraph readings are weaker for the relevant question, than for the control question, you will effectively 'fail' the polygraph test.

This is why counter-measures can be so effective. You simply ensure that the polygraph readings for the control questions are dramatically stronger than any responses you are likely to make, even while lying. You deliberately produce artificially strong physiological responses to the control questions, so that in comparison, it will be very hard to exceed them later in the test when the 'relevant' questions are asked.

So if you happen to have answered the control questions truthfully, against all expectations of the polygraphy model and polygrapher, you are doomed to 'fail' your polygraph.

The polygrapher will make it easy for you to identify which questions are the 'control' questions, as they will generally lead up to them, or embellish them, with little sermons on how 'people who have lied to a loved one in their past are more likely to commit the crime under investigation / deceive their future employer over the course of their careers, and therefore we really have to be careful in screening out such people'. Of course you want the job, and don't want to be excluded, so you will lie, or bend the truth a little. This is the intention of the question. To get you to lie. And to feel vulnerable / anxious while doing so. To feel under pressure. To feel the stress of being discovered. I call it 'auditing'. You ask someone a question you know the answer to already. If they lie now, then you know that they cannot be trusted. You never reveal to them that you knew the fact in point before asking, as that would betray your 'hand'. But now, having established that they are not reliable, you can make allowances for them. You can repeat this during the course of any relationship, before deciding to invest trust in a person or being more cautious.

Probable-lie test examples. Have you ever lied to a supervisor? 2. Have you ever lied to loved ones? 3. Have you ever lied to parents, teachers, or the police? 4. Have you ever lied to get out of trouble? 5. Did you ever reveal anything told to you in confidence? 6. Did you ever cheat in school? 7. Did you ever cheat in college? 8. Did you ever betray the trust of a friend or relative? 9. Did you ever steal anything from an employer? (Note, however, that any question about stealing money from an employer is a relevant, not a control question!) 10. Do you sometimes intentionally mislead or deceive your friends? 11. Are you a really honest person? 12. Are you absolutely trustworthy? 13. Do you think you are smarter than most people? 14. Are you an untrustworthy person? 15. Are you a dishonest person? 16. Have you ever driven while under the influence of alcohol? 17. Is there anything in your background that you are afraid that our investigator might find out? 18. Have you ever done anything that would embarrass you if your parents found out? 19. Have you ever done anything you would be embarrassed to tell me about?

If, like most people, you initially admit to having told some white lies, your polygrapher may rephrase the question as: 20. Have you ever lied about anything serious? Your polygrapher expects that your denial will still be a lie, or that you will at least feel anxiety over whether your denial is completely truthful. Similarly, if your polygrapher rephrases, "Did you ever cheat in school?" to "Did you ever cheat in college?" it's still a "control" question.

The polygrapher will give you the impression that these questions are important, to put you under genuine stress, as if the result depended upon you being ABLE to answer yes to a question you are expected to NOT be able to answer yes to. They want to capture your physiological responses with their polygraph readings, so they know what these look like WHEN you lie, when it counts, later, when they ask the real, the 'relevant', questions.

With the directed-lie control the subject is instructed to lie. A deceptive explanation is offered as to why. They are told it is necessary to calibrate the polygraph. To test that it is working correctly, and accurately measuring truth Vs deception. To test that you are physiologically responding, and are not on medication, tired, sick etc. Otherwise our readings could be false. I will ask you about something every one of us has done at some time. I want you to think back on a specific incidence of when you actually did do the thing I ask you about, while lying to me, and denying you have ever done it.

'We have all (e.g. violated traffic laws)--you have haven't you (they should answer yes)--of course. Now think of a specific incident (don't tell me). When I ask you 'Did you ever violate a traffic law' I want you to lie to me and say "NO." When I ask you this question on the test--I want you to think of that incident when you lie to me.

The polygrapher is setting the victim up with the expectation that any time they lie, they will respond physiologically, and the polygraph will pick up, and record, these physiological responses. In fact people can lie without producing any physiological responses. And not just the 'cold blooded psychopath' either. However being sick, tired, or on medication, would not impact the body's responses vis a vis lying. When you are instructed to answer 'no' to a question, it is not a lie, so there would be no physiological response associated with deception. It is all part of the 'magic room' set up called 'polygraphy'. The polygraph is merely a prop. It is all a bunch of interrogation tricks.

The true purpose of this set of deceptions is to leave the victim anxious. Anxious about 'will I fail this test because my body isn't responding appropriately when I tell the truth, and when I lie? They are told that if they cannot produce different physiological responses when lying, or telling the truth, a new test will need to be scheduled. Remember the whole point of polygraphy is to detect DIFFERENCES between base level honest responses, and anxiety riddled deception. So the aim of the whole 'spiel' is to increase the stress, fear, anxiety at being 'caught out'.

The most damnable and laughable assumption of polygraphy is perhaps that people trust the operator's competence and goodwill. The fear of being falsely defined by the operator, and the machine, as deceptive, can be expected to produce levels of anxiety and fear much greater than those experienced when

answering deceptively to the control questions, whether or not the operator has instructed you to lie or simply expects you to.

The directed-lie polygraph screening format adopted by the Department of Defense in 1993 and the Department of Energy in 1999 is called the “Test for Espionage and Sabotage” (TES). The directed lie “control” questions used in the TES—which questions you will be instructed to answer falsely—include: 1. Did you ever take any government (company) supplies for your personal use? 2. Did you ever violate a traffic (fishing, hunting, boating) law? 3. Did you ever say something derogatory about another person behind their back? 4. Did you ever violate a software copyright law? 5. Did you ever say something that you later regretted? 6. Did you ever lie to a previous supervisor about anything? 7. Did you ever borrow anything and forget to return it? 8. Did you ever lie to a co-worker about anything at all? 9. Did you ever say anything in anger that you later regretted? 10. Did you ever brag about yourself to impress others?

Hypothetical “Control” Questions in pre-employment screening. Examples include, “In the future, would you steal something from (name of employer) if you had the chance?” and, “Would you lie to even one of these questions if you thought you could get away with it?”

“Have you lied to me in any way since we have been talking today?” The polygrapher uses these “concealed” control questions as a basis of comparison with the relevant questions.

Irrelevant questions commonly appear at the beginning of a polygraph question series (usually the first two questions) to soak up the initial stress of the polygraph interrogation. Irrelevant questions are also used as buffers between various scored questions (that is, relevant and “control” questions). Common irrelevant questions include: 1. Are you now in (name of the state in which you are located)? 2. Is today (today’s date)? 3. Do you sometimes drink water? 4. Are you sometimes called (your name)?...The final diagnostic questions you may hear are ones you will answer truthfully so that I can see how you are responding when you tell the truth. It will be obvious that you are telling the truth....

Symptomatic Questions “Is there something else you are afraid I will ask you a question about even though I told you I would not?” Some polygraphers believe that an inconclusive outcome may result when a subject is more worried about some outside issue being raised than about any of the relevant or “control” questions.

The “In-Test” (Polygraph) Phase The examiner fits a blood pressure cuff around your arm (he may alternatively attach a transducer set to your thumb), metal contacts on your ring and index fingers, and pneumograph tubes around your torso and abdomen. He will ask a series of usually about ten questions and

instruct you to keep your eyes open, remain still, and answer “yes” or “no” to each question. Your polygrapher will ask the questions at intervals of about 10 seconds, and will probably repeat the question series two or three times. In between question series repetitions, your polygrapher may leave the room for about 10 minutes to “examine the charts” (and to let you sit and stew about your fate), then return to interrogate you about why you may have been “responding” to a certain question before he proceeds to the next series. By the way, when the examiner leaves the room, don’t assume that you are alone. You may well be under observation from behind a two-way mirror, which may be disguised as a picture or even a fish tank. (If your polygrapher assures you that there is no one behind the mirror, you may rest assured that someone most probably is.) Alternatively, the room may contain a hidden video camera.

A typical polygraph chart recording. From top to bottom, the tracings on the chart represent 1) thoracic breathing, 2) abdominal breathing, 3) electrodermal activity (galvanic skin response), and 4) cardio activity (relative blood volume and heart rate). The vertical lines on the graph paper are spaced half an inch apart and represent five seconds in time. (Charts are rolled at the rate of six inches per minute.) The pairs of short vertical lines hand drawn at the bottom of the chart (which resemble the Arabic numeral “11”) represent the beginning and ending of the asking of a question. When the polygrapher begins asking a question, he places the first vertical stroke at the bottom of the chart. When he is finished asking the question, he places the second vertical stroke. A minus sign (-) indicates that the subject answered the question “no” and a plus sign (+) indicates that the subject replied “yes.” Polygraph charts are scored by comparing reactions to relevant questions to reactions to control questions.

“Deception indicated” (DI), “no deception indicated” (NDI), or “inconclusive” (INC).

The “Post-Test” Interrogation If the polygrapher suspects you of deception (and sometimes not), he or she will confront you with the polygraph charts and seek to obtain a confession from you. Interrogation techniques vary, but typically, the polygrapher will ask you to explain why you reacted strongly to a particular question. If you have truly responded strongly to a relevant question, no explanation short of a confession or damaging admission is likely to suffice. If the examiner is just bluffing, your truthful denials will be adequate, the examiner’s doubts notwithstanding.

Polygraphers are supplied with scripts to read out to examinees, intended to convince them that they have discovered a deception, and to induce a confession. Don’t fall for it. They are just acting. They memorise scripts given to them. Some such role plays are bizarre and shocking. So be prepared.

There is no way to tell between strong emotions like fear or anger, and deliberate deception, using any known polygraph measure / technique / technology / indicator. Without a confession, the ‘polygrams’ are open to interpretation. Unless you give them a confession, they cannot make any claims, based on any polygraph readings alone.

Because the examinee may lose fear of the polygraph’s power to ‘read their minds’, based on the experience of apparently having ‘cheated’ on the ‘control’ questions, the polygrapher is trained to accuse the examinee of having answered deceptively to at least one of these questions, so that they never feel confident of ever being able to ‘get away with’ any deception in future.

Peak of Tension (POT) or Guilty Knowledge Test asks questions the polygrapher knows the answer to, and to which only a guilty examinee would also know the correct answer to, and measures their physiological responses when the correct answer, as part of a list of potential answers, is read out.

When certain information would be known only to a guilty subject but not to an innocent subject or the polygrapher, then a polygrapher might resort to a Searching Peak of Tension “SPOT test.” A government employee suspected of espionage might be asked: Did you commit an act of espionage for Russia? Did you commit an act of espionage for China? Did you commit an act of espionage for Israel? Did you commit an act of espionage for France? Did you commit an act of espionage for North Korea? If your responses among the questions are relatively equal, the examiner will probably regard you as truthful. If one question elicited a noticeably stronger response, the examiner will suspect that you lied when answering that question.

The polygrapher examines the polygraph charts looking for “consistent, specific, and significant” reactions to a particular relevant question. (Polygraphers have a mnemonic expression for such reactions: “con-spec-nificant.”) For example, if a subject consistently shows strong physiological reactions when asked, “Did you ever use an illegal drug?” no matter what the order of the questions or how this question is phrased, deception will be inferred, and a post-test interrogation will follow.

Another sort of “control” question that may be used is for the polygrapher to begin the question series by announcing, “The test is about to begin” and end it by stating, “The test is now over.” The mere announcement of the beginning or end of the “test” is expected to produce a physiological response to which responses to the relevant questions may be compared. Consider the relief a victim might feel now that the ordeal is starting, or over!

The R/I “test” is one of the oldest polygraph techniques. Like the “Control” Question “Test,” it is also thoroughly discredited, and there is absolutely no peer-

reviewed research supporting its validity. ASSUMPTION 1. A guilty subject whose relevant answers are lies will be more aroused by the relevant than by the irrelevant questions and this difference will be revealed by his responses on the polygraph. ASSUMPTION 2. An innocent subject who is answering truthfully will not be disturbed by the relevant questions and will show no more reaction to them than to the irrelevant questions.

Polygraph counter-measures are easily learned, right now, to avoid being the next ‘false positive’ victim, or to ‘cheat’ a polygraph for ethical reasons.

Consider the costs of even applying for a job with the FBI. Since 911 the polygraph failure rate among special agent applicants has risen to about 50%. The consequences of failing an FBI pre-employment polygraph examination are more serious than with other agencies: • You will be disqualified from FBI employment for life; • Your polygraph failure will be recorded in your permanent FBI HQ file; • You may be blacklisted from employment with other federal law enforcement agencies, and may have difficulty finding employment with local agencies as well; • You will have difficulty ever obtaining a job that requires a security clearance. When background investigators do a National Agency Check, they will learn that you have an FBI HQ file; upon obtaining your file, they will see that you failed the polygraph. No security clearance adjudicator is eager to put his or her neck on the line by granting a clearance to someone who “failed” a polygraph “test.”

If you have been asked to submit to a polygraph examination in connection with a criminal investigation, “just say no!” You should not submit to any polygraph “test.” (In most cases, the fact that you refused to submit to a polygraph “test” will not be admissible as evidence in court.

You have little to gain by submitting to a polygraph interrogation and much to lose: if you “pass,” the police may well continue to suspect you regardless; if you “fail,” it will only confirm their suspicions, and news of your “failure” may well be leaked to the local media to smear you.

John A. Larson, a pioneer of polygraphic lie detection lamented: The lie detector, as used in many places, is nothing more than a psychological third-degree aimed at extorting confessions as the old physical beatings were.

Top-flight defense attorneys never let their clients submit to a polygraph “test” conducted by the police or any other authority.

Don’t agree to allow a polygraph to be admissible in court. Don’t tell them you know all about how polygraphy scams operate, or they will accuse you of having employed counter measures and ‘fail’ you.

The key to “passing” a polygraph “test”—that is, to producing a “truthful” chart—is to produce stronger physiological responses when answering the “control” questions than when answering the relevant questions.

Perhaps the most widely-known countermeasure is the old tackin-the-shoe. While this countermeasure (if properly applied) can be effective, polygraphers have developed counter-countermeasures for it (the simplest being to simply make the subject remove his shoes).

Behavioral countermeasures are those things that you can do to appear honest and truthful to your polygrapher, while **chart-recording manipulations** are those countermeasures that will actually affect the physiological responses measured by the polygraph instrument.

Rule number one is to **make no admissions!** While the lie detector cannot detect lies (it only records physiological responses), any admissions you make will be duly noted by your polygrapher. Admissions that may seem minor to you can be spun out of all proportion by your polygrapher. He sees admissions as trophies. Don’t give him any. The only **exceptions to this rule** are that, during the “pre-test” interview, you may make minor admissions regarding the “control” questions only, such as stealing candy when you were a child, or lying to your parents, or taking pens home from work. But go no further. In addition, if you are submitting to a directed-lie “Control” Question “Test” such as the TES format used by the Departments of Defense and Energy, you should not stubbornly deny having ever committed one of the common human failings used in the directedlie “control” questions such as violating a traffic law, or having told a lie, even once in your life, etc.

A common tactic used by polygraphers is to request the subject to write out and sign a statement listing the admissions they have supposedly made. Suppose, for example, you admit during your “pre-test” interview, or in the pre-polygraph questionnaire that some law enforcement agencies require applicants to fill out, that you smoked marijuana three times while you were in high school. Your polygrapher asks, “Can you really be sure that it was only three times? Any doubt in your mind will show up on the polygraph.. Would it be fair to say that you used marijuana less than ten times? Yes? Then very well, why don’t you write that down here and sign.”When you sign that statement saying that you used marijuana “less than ten times” instead of the three times that you said earlier, you’ve just given your polygrapher a signed “confession” that he can use to portray you as having been dishonest when you claimed to have used marijuana only three times.

Your polygraph “test” is actually an interrogation. Don’t make the mistake of trusting your polygrapher. Some will be friendly, others confrontational. Some will regard you as a criminal suspect, while others will expect you to pass

(especially when large numbers of employees are screened). Other polygraphers will have decided to fail you before the polygraph interrogation even begins. Your polygrapher may very well be polite, pleasantmannered, and congenial, but he is also a trained interrogator who understands that he may at first catch more flies with honey than with vinegar. He is not your friend. He is not there to “help” you. Be on your guard at all times.

Your polygrapher is a trained interrogator. Polygraph schools devote a substantial portion of their curricula to teaching students techniques for duping examinees into making damaging admissions. And many polygraph examiners are already experienced criminal investigators well before they are sent to polygraph school. This is almost always the case when the polygrapher is a law enforcement officer. In some agencies, polygraph examiners may be evaluated based on the number of admissions or confessions they receive.

The most common (and most effective) interrogation technique employed by polygraph examiners involves projecting a false sense of empathy for you and your situation. The examiner’s goal when using this approach is to get you to believe that he is there to help you. (He isn’t.) When employing this approach, the examiner is likely to downplay the seriousness of the behavior you are being asked about or accused of. For example, the examiner may tell you that his agency is “not looking for Boy Scouts.” He may even claim that he engaged in the very same activity that he is asking you about or accusing you of and was still hired. Don’t fall for it. One of the gravest mistakes one can possibly make is to believe that your polygrapher is the one exception and that he is there not to interrogate, but rather to help you along in the application process. The polygrapher may indeed be a “nice” guy. You may even become friends with him if you are eventually hired. Nonetheless, this does not change the fact that he is an interrogator, and his job is to get you to make disqualifying admissions.

During the “post-test” phase, the polygrapher may alternatively take an adversarial approach. He may instruct you to move your chair so that your back is to the corner. He may then accuse you of being deceptive in a hostile and aggressive manner. He may invade your personal space and posture himself in a threatening manner. This is a favorite tactic of U.S. Secret Service polygraphers. Keep your cool and deny the polygrapher’s allegations in a forceful but respectful manner. The aggressive and empathetic approaches are often combined by the polygrapher/interrogator. Commonly known as the “good cop/bad cop” routine, in the context of a polygraph interrogation, the polygrapher/interrogator adopts one approach and immediately makes a 180-degree turn toward the other. Another common interrogation technique is known as the “egotistical approach.” Here, the polygrapher’s goal is to play upon your pride. He may bring up your academic achievements, language skills, or other attributes that make you an attractive candidate for the position. The goal here is to make you feel that you

are no ordinary applicant and that the agency will bend over backward to hire you. After doing this, he is likely to return to the empathy approach, downplaying the seriousness of the behavior in question and asking you to admit to it so he can “go to bat” for you against the supervisors at headquarters.

Have a good breakfast, in case the polygraph session continues through lunch, without a break. Be sure to arrive with time to spare. Make normal eye contact and maintain a professional manner at all times. No matter how the operator behaves towards you. Remember the interview begins as soon as you answer any questionnaire, and certainly the moment you arrive at the testing facility. There are no ‘down times’. You are ALWAYS being observed. They are trying to ‘catch you out’. So remain calm, alert, and wary at all times. Keep positive posture, body language, and make a good impression. Expect any mirror to be a two way mirror. Expect cameras to be everywhere. Expect that you are being observed at every moment. If you bring a book etc to keep occupied while left waiting (a tactic on their part), be careful about what type of book / music it is. Be sure NOT to fidget nervously while waiting. Consider the polygraph team as birds of prey just waiting to pounce at the slightest hint of nervousness. Act like you have nothing to hide. Nothing to fear from the test. You are prepared, and so you HAVE nothing to fear. You are empowered to pass the ‘test’.

Never make ANY admissions to ANY deceptions. Never revise any earlier response. The operator will do their best to ‘spin’ anything you say out into a full blown deception / revision. At the same time pay attention to what are the control questions, which you MUST answer deceptively, with exaggerated anxiety / fear / trepidation etc...and the relevant questions, to which you must NEVER make even the slightest of changes e.g admit that an earlier response may have been incorrect / misrepresentative. If you want to change an earlier response, ignore that impulse. There are NO harmless changes / revisions. No matter WHAT they say. Remain polite and professional no matter how friendly or aggressive the polygrapher / interrogators become.

Always keep your answers short and direct. Answer ‘Yes’ or ‘No’. Do NOT embellish in ANY way. ‘No I have not’. ‘No I have never’. Never leave ANY room for ambiguity such as ‘Not really’, or ‘Yes, in principle’. Answer clearly and affirmatively / negatively. Yes. No. Never. Always.

Keep it serious and professional. The polygraphers are NOT your friends. Go along with their act, but don’t be fooled. Never let down your guard. Never change an answer from Yes or No in any way to accommodate the polygrapher in any way. You may feel a desire to please them, typical of many interview situations from product testing to interrogations with the ‘Good Cop’. Do NOT become chatty, over-talkative, or careless. The polygrapher thinks they can ‘read’

you like an open book, and will imagine they can ‘interpret’ such behavior as anxiety about being ‘caught out’, as indicators of ‘deception’.

Learn how Polygraphers May Expect Truthful Subjects to Behave so you can satisfy their self-deceptive notions. Play up to what they interpret as honesty. What they expect. What they cleverly expect they can ‘read’. Pretend you welcome the test, as a chance to use a modern technology and training of the operator to have the chance to prove beyond doubt that you are innocent / appropriate for the job applied for. Show confidence in the machine and operator. Pretend you trust both. That you expect a good outcome. Answer straightforwardly. Cooperate completely. That is PRETEND to be doing so. But never overdo anything. Be cheerfully confident but do not try to obviously gain the operator’s approval.

Answer NO directly and unequivocally. Finally. As if you disbelieve the actual question could even be put to someone as honest as you. As if they must be kidding to even ASK you such a question. Say ‘NO’ as if challenging their mere right to dare to even imagine you capable of such a thing. MHR imagine at the time of the question that they just asked you ‘Do you eat puppies and kittens?’ ‘Are you planning to sell your daughter into prostitution?’etc Answer as if angry. Very crisply. As if the idea is absurd. How dare they even ask? How could they possibly seriously ask such a ludicrous question?

Being late may be interpreted as an unconscious fear of the interview. A desire to avoid it. Postponing it will appear even worse. Never appear nervous. As if avoiding a question. As if worried. Don’t fidget. Consider all the ‘cues’ people demonstrate when nervous, such as a dry mouth. Avoid any of these. Don’t be too friendly or too polite, as if trying to ‘win them over’. Don’t ‘explain’ your behavior e.g that you may appear guilty, but that is just normal nerves. Do not do anything more than answer their questions, when asked. Do not try to impress interrogator with your ‘honesty’ or ‘religious beliefs’. Do not complain about the equipment being too uncomfortable, even painful. Sit comfortably, and void excessive movement. Do NOT ask about the equipment, what it is recording, what the readings are, whether you ‘passed’, complain it is taking too long, do anything that looks like attempts to evade, shorten, or ‘explain’ the sessions results...do not appear in any hurry to be over with the interview. Do not appear relieved when it is apparently over.

How a deceptive subject would hypothetically answer “No,” in response to the question, “Did you steal the □□□□?” Reid (□□□□) writes: The subject [who] says: “NO” - crosses his legs and shifts in the chair is lying. “NO” - looks in a different direction, down and up, or sideways is lying. “NO” - closes his eyes is actually seeking to escape and is lying [sic, trying?] to hide. “NO” - shakes his

head NO and tried to place more emphasis on NO to be more convincing. “NO” - answers late is lying. Actually the delay is caused by the debate in his mind, “Shall I say YES, I better say NO.” “NO” - questions. A breathless sort of way is lying but is offering a “NO” as “try that on for size” is lying. “NO” - hesitates and appears to be thinking is actually hiding behind an alleged seriousness is lying. “NO” - studies, sort of false deliberation is lying. “NO” - apologizes in saying “NO” is lying. “NO” - plead is lying. “NO” - qualifies the NO by the inflection of the voice is lying. “NO” - has an empty or washed-out look, but this is a last ditch effort to “get out from under” actually is lying. “NO” - pauses and looks like the question was not directed to him even though he and the questioner are the only ones in the room and the question is directed to him. He almost appears to be in an hypnotic state. He is lying. “NO” - studied eyes is lying.

Remember that these are the ‘accessing cues’ the operators are trained to look for, and interpret in a particular way, as deception. Do not argue with them. They know it all. They are sure they can use these ‘cues’ to read your mind. To read your ‘body language’. It is not open to discussion. Do not try to convert their delusions to more reasonable assumptions. Just accept that these fools believe they can ‘read you like an open book’, thanks for a few months of ‘training’. They have faith in their new religion. Do not bother trying to convert them. If they were honest, open-minded, scientific people, they would have rejected all this mumbo-jumbo pseudo-science shortly after having been exposed to it. Just like you have already done.

Your chair may be stationary, while your polygrapher’s chair will probably be wheeled for his ease of movement, placing you at a psychological disadvantage. Upon entering the room, you may find that the chair you are to sit in is facing the wrong direction or in the wrong location. By directing you to move the chair, your polygrapher may subtly demonstrate that he is in control. You may also be made to wait for your polygraph interrogation in an uncomfortably overheated waiting room. Your overcoat will be ‘taken hostage’, as another power play. Do not be intimidated by your polygrapher’s little mind games. Play along. Let your polygrapher think that he is in control.

You may be offered ways to ‘foil’ the polygraph e.g told to wash you hands well, as otherwise equipment won’t work, to see if you only pretend to wash your hands (two way mirrors in bathroom or cameras), or leaving you alone, admonishing you to ‘don’t touch anything, and seeing if you do, to try to influence the outcomes.

If asked what you know / think about polygraphy, act like an ignorant, gullible, naïve member of the public. Mention how O.J Simpson apparently failed his polygraph, and how shocked you were that he ‘got off’, and how you don’t get why they just didn’t polygraph him in court and spare everyone such a long, silly

trial. Act like you are glad polygraphy exists, as it stops ‘bad’ guys getting jobs in the FBI etc. Act enthusiastic and interested in what is going on. This is a fascinating experience you will want to tell your friends and family about.

Control questions are those you would reasonably expect most people would have done at some point, such as lie, cheat, or steal an item of little value, such as taking a pen home from work. But if it is about having stolen MONEY, or a money value limit is stated, like 250 dollars, this is a relevant question.

Control questions tend to be more ambiguous, whereas relevant questions more specific.

Have you ever committed ‘a crime’? This is general, and hence a control question. You are expected to lie. You are expected to have broken some laws during your life. If the word ‘serious’ is added, this is now a relevant question. You have NEVER committed any SERIOUS crimes!

The polygrapher will give you clues, by leading into control questions you are expected to lie to, by giving you additional motivations to lie. Such as hinting that any sort of cheating or lying would preclude you from employment, then asking you if you have EVER cheated or lied. This is general. It is a control question. Be sure to LIE and say ‘NO’. And employ the counter-measures that will make your response really ‘light up’ the polygraph, giving them such a high benchmark that it is unlikely any lie you tell during the rest of the interview will be able to exceed the readings you are producing right now.

If you ask for clarification, and your polygrapher responds ‘Interpret the question any way you wish’ or ‘what does it mean to YOU?’, it is a control question. You must lie now. You are expected to. They will use your response as a baseline / benchmark to compare later responses to, assuming that you are lying right now. So lie. Deny it.

Your polygrapher will give you the “opportunity” to get anything off your chest that may be “bothering” you. Don’t fall for it. Make no admissions.

Breathing Countermeasures Your polygrapher will attach the polygraph’s electrodes to your ring and index fingers, the inflatable pressure cuff to your arm (or perhaps a transducer set to your thumb instead), and place one pneumograph tube around your chest and the other around your abdomen. From the moment the pneumograph tubes go on, you need to be concerned about your breathing. Many people are falsely accused of attempting to “beat the box” because they (in the polygrapher’s opinion) breathe too deeply or too slowly or both. Your polygrapher will be happy if your breathing rate is between about and breaths (in and out) per minute, or – seconds each. Pick a breathing rate within this range that is comfortable for you and take relatively shallow—not

deep—breaths. Each breath should be about the same length. Practice until it becomes second nature. You should maintain this baseline breathing pattern until the pneumograph tubes are removed from your chest and abdomen. Don't relax and change your breathing pattern as soon as the last question has been asked! The polygraph is still recording your breathing, and your polygrapher may let the instrument continue recording your physiological responses for a minute or so after asking his last question in order to see if your breathing pattern changes. He may interpret any change after the last question is asked as an indication that you were employing countermeasures.

Your polygrapher will ask his series of questions, with a pause of about 20-30 seconds between questions. You will have already mentally categorized the questions he reviewed with you as “control,” relevant, or irrelevant during the “pre-test” interview. There will be no surprises. If you cannot decide whether a question is a “control” question, then you should err on the side of caution and assume that it is relevant. As soon as you recognize that the question your polygrapher is asking is a “control” question, or, alternatively, immediately after answering the question, change your baseline breathing pattern to produce one of the five pneumograph reactions that DoDPI considers to be most significant in chart scoring: Note: None of these manipulations call for deep breathing.

Filling your lungs to full or nearly full capacity is likely to be interpreted by your polygrapher as an attempted countermeasure.

holding one's breath for four or five seconds (anything much longer may make your polygrapher suspicious) after breathing out, The second reaction, a respiration rate decrease, may be produced by simply breathing more slowly for 5-15 seconds, ending before the asking of the next question:

The third scorable reaction, a change in inhalation/exhalation ratio, may be effected by exhaling more slowly than inhaling for 5-15 seconds, ending before the asking of the next question:

The fourth reaction, a decrease in amplitude (also known as suppression), may be produced by taking several shallower breaths and then returning to one's baseline breathing pattern. This should be done over the course of 5-15 seconds, ending before the asking of the next question. The fifth reaction is similar to the fourth, except that breathing becomes shallower gradually before returning to one's baseline breathing pattern. Again, this should be done for 5-15 seconds, ending before the asking of the next question. In addition to the breathing countermeasures described above, you can enhance your cardio (heart rate and blood pressure) response to the “control” questions by choosing one of the following two additional countermeasures. Mental countermeasures: Perform mathematical calculations in your head as quickly as you can. For example, divide $\square\square\square$ by \square or calculate the square root of $\square\square\square$. Other activity that

requires focused concentration is also effective. For example, pick an arbitrary number (say 854) and count backward by 7s as quickly as you can. Alternatively, you may think exciting thoughts, (e.g., falling off a cliff, an encounter with a rattlesnake, being raped at knifepoint—use your imagination). You want to think of something that will make your heart race and cause an increase in blood pressure. Again, begin either as soon as you recognize a “control” question, or right after answering the “control” question, and continue for 10–15 seconds, but no longer than the beginning of the next question. A breathing reaction may naturally accompany such mental activity without your having to think about it.

2. Tongue biting. Bite down slowly on the side of your tongue hard enough to produce moderate pain, but don’t cut your tongue. Again, begin either as soon as you recognize a question as a “control” question, or right after answering the “control” question, and continue for 8-20 seconds, but no longer than the beginning of the next question. If you start biting as soon as you recognize the “control” question, you will of course pause long enough to answer the question, and then resume the tongue bite. Be subtle, your polygrapher mustn’t notice. You can practice this “pain countermeasure” in front of a mirror.

The first three editions of *The Lie Behind the Lie Detector* included constriction of the anal sphincter muscle as a physical countermeasure to be applied timely with the asking of the “control” questions. However polygraph manufacturers such as Lafayette and Axciton have begun marketing piezoelectric sensor pads that they claim aid in the detection of physical countermeasures. These pads are typically placed on the seat of the polygraph chair, and additional pads may also be placed on the armrests or beneath the subject’s feet. While no polygrapher has ever demonstrated any ability to detect the anal sphincter contraction employed as a countermeasure, even with the aid of such pads, we cannot exclude the possibility that a sphincter contraction might result in a detectable change in weight distribution over the surface of a piezoelectric sensor pad. Given this uncertainty, we believe that mental countermeasures or tongue-biting, which plainly cannot be detected by such means, are preferable.

Countermeasures and the “Stim Test”. By employing the breathing and cardio countermeasures you’ve learned to augment your physiological responses as you answer the question about the number or card you actually picked, you can make your polygrapher think that you really are a “screamer,” and he won’t be surprised when you react strongly to the “control” questions.

You should practice both the breathing and cardio countermeasures until you can employ them at will and with confidence.

Remember to continue your baseline breathing pattern until the pneumograph tubes are removed from your chest and abdomen. If you have correctly identified

the “control” questions and applied the countermeasures described above, you should have produced a strongly “truthful” chart.

At some point in the “in-test” phase, your polygrapher may turn off the polygraph instrument, sit down in front of you, tell you that a question is troubling you, and ask you if there is anything you would like to get off your chest before a repeat polygraph chart is done. This is a commonly-used bluff. Don’t fall for it. If you have agreed against our advice to submit to a polygraph interrogation in a criminal investigation, then under no circumstances should you try to explain why you might have reacted to a question. Remember that any minor admissions you make at this point are likely to be blown out of proportion. Maintain your truthfulness politely, but firmly. “I told you the truth, nothing is bothering me about that question.”

If you have submitted to a pre-employment or postemployment polygraph screening interrogation, then you should have some explanation prepared in advance that cannot be turned into a damaging admission, just in case your polygrapher tells you that one of the relevant questions really seems to bother you. If you refuse to offer any explanation at all as to why you might have reacted to a certain relevant question, then your polygrapher might interpret it as stonewalling and use his discretion to render an adverse opinion. Thus, you should appear concerned and puzzled as you offer a pre-planned explanation. Some examples of explanations that cannot be twisted into damaging admissions include: • “All I can think of is that I’ve always felt guilty when I’m accused of something. Make sure that your “throw-away” explanation does not invite further interrogation. Keep it as simple and direct as possible. Do not add any info, or contradict, in any way or form, anything you answered in any questionnaire, or during the interrogation. If your polygrapher remains unsatisfied after you have offered your explanation as to why you might have reacted to one of the relevant questions, then you should offer no further explanation. “I told you the truth. I can’t think of any other reason why I might have reacted when you asked that question.” They are just fishing. It is all part of the con.

After collecting the polygraph charts, rather than directly accusing you of deception, your polygrapher may begin by asking you to tell him which question troubled you the most. Be sure to name one of the “control” questions as being the one that most troubled you. Have an innocuous explanation prepared e.g I think I felt guilty about not spending more time with X. I told X I had to work, when really I was just overwhelmed with work etc, and needed some ‘time off’ with my friends, away from X’.

After you’ve gone through all the question repetitions, your polygrapher may attempt to subject you to a “post-test” interrogation. He may tell you that your charts show deception (even if, based on polygraph doctrine, they don’t), and that

he can't help you unless you admit to whatever it is that was bothering you. Again, don't fall for this bluff. Your polygrapher is not there to "help" you. He is not going to "go to bat" for you against headquarters. The sole purpose of the "post-test" interrogation is to obtain a confession or damaging admission. If your polygrapher attempts a "post-test" interrogation, it is a good sign that you have already "failed. Under no circumstances should you deviate from what you provided, no matter how hard your polygrapher may lean on you. Remember that even an innocent remark can be twisted into a damaging "admission." □ □ You have nothing to gain by remaining for a "post-test" interrogation. While a "failed" polygraph "test" can be detrimental to your future employment potential (both with the testing agency and others), a polygrapher's report that you admitted to withholding information can be absolutely devastating. Politely, but firmly, terminate the interrogation, and leave. "I told you the truth, but you say I'm lying. I don't understand. I have nothing more to say to you. Good day." In terminating the interrogation, be sure to the following sort of action, which polygrapher's interpret as a clear behavioral sign of deception: Namely, when after a subject has been accused as guilty during an interrogation and denies his implication, while being dismissed, turns to the examiner, shakes his hand and says, "sorry to have cause you so much trouble"

If your polygraph examination is for employment with the CIA or NSA, do not be surprised if you are told that you are "having problems" at the end of your polygraph session, subjected to a "post-test" interrogation, and scheduled for a "re-test." It seems to be standard operating procedure for these agencies to subject applicants to more than one polygraph session.

It is a common trick for the Polygraph operator, who has led you to believe that you have just one shot at the polygraph, falsely accuses you of deception, subjected you to a full-blown "post-test" interrogation, and then left the room □ □: He returns. Here it comes I think. To my surprise he announces he has spoken to a supervisor about my case. I am being allowed a chance to retest. I'm ecstatic. "Because we want you to pass your polygraph, we are going to go ahead and schedule another polygraph exam tomorrow to see if we can't help you clear the test. You have to understand, this is a rare second chance. We don't do this often. We're doing this because we want to try to work with you. I want you to think very carefully about what has happened here today and reconsider some of the answers you have given." I return to the waiting area. Other applicants are there, waiting. I'm surprised to hear from their conversations that nearly all of them have been offered "rare" second chances to retake the polygraph the next day....

No polygrapher has yet demonstrated any ability to reliably detect countermeasures

Silent Answer Test In this technique, which is apparently intended to catch examinees off guard, the examinee is told to remain silent during the “in test” phase and to answer the questions in his/her head. Just as in normal polygraph examinations in which one answers out loud, the way to pass the Silent Answer Test is produce stronger reactions to the “control” questions than to the “relevant” questions. Don’t do anything differently.

Yes Test In this technique (Reid & Inbau, □□□□), the subject is instructed to answer all questions “Yes.” (In some cases, the “control” questions may be left out.) The idea is to trick the subject who has been augmenting his/her reactions to the “control” questions into producing reactions to the relevant questions instead. If he/she does so, countermeasure use is inferred. If you encounter the “Yes Test,” be careful not to augment reactions to the relevant questions. If the “control” questions are included, you still want to show reactions to them.

Another counter-countermeasure approach that seems to be in use is the following: during the pre-test phase, the polygrapher will deliberately refer to one or more irrelevant questions as “control” or “comparison” questions in an attempt to mislead the examinee. If the examinee then shows strong reactions to any of these irrelevant questions, the polygrapher infers that countermeasures have been used.

The polygrapher may also apply “time bars” to irrelevant questions in an attempt to make them appear more like “control” questions. Examples of time-barred irrelevant questions include, “Between □□□□ and □□□□, did you attend Georgetown University?” and, “Before □□□□, did people sometimes call you Henry?” If the examinee shows strong reactions to a time-barred irrelevant question, countermeasure use may be inferred.

The polygrapher may casually inform the examinee that his polygraph results are “NDI.” An examinee who has not researched the polygraph should not understand that “NDI” means “No Deception Indicated” (that is, he/she has passed), and should appear confused by the examiner’s statement. On the other hand, if the examinee appears relieved by the news that his charts were “NDI,” it would suggest that the examinee has, in fact, researched polygraphy and has employed countermeasures. Or the polygrapher may tell the examinee that his charts are “DI,” which is shorthand for “Deception Indicated” (or possibly “SR” for “Significant Response”). Again, the subject who has not researched polygraphy should not understand the meaning of either of these terms.

Some polygraph instruments may be equipped with one or more piezoelectric sensor pads, typically placed on the seat of the polygraph chair, and optionally on the armrests and under the subject’s feet as well. The manufacturers claim, without offering any scientific evidence, that these devices may be used to detect physical countermeasures such as the anal sphincter contraction. Some

polygraphers may alternatively employ one or more pneumatic (air-filled) sensor pads or a strain gauge (typically placed under the front legs of the chair).

If the polygrapher (or his boss) was already suspicious of you before the polygraph interrogation, he may remain suspicious even after you produce a “truthful” chart. He may accuse you of having employed countermeasures, even though he can’t prove it.

Your polygrapher might try to bluff in an attempt to get you to admit to employing countermeasures. He’ll turn off the polygraph, disconnect the pneumograph tubes, arm cuff, and electrodes, pull up a chair knee-to-knee with you, look you dead in the eye, and in a calm voice declare, “I know what you’re doing. Alternatively, your polygrapher may appear angry or offended as he delivers his bluff. Don’t fall for it!

Another bluff you may encounter is this: your polygrapher will tell you that it’s “obvious” that you’re manipulating the results. He’ll tell you he thinks you’re honest, and he would like to help you pass, but he can only do so if you admit to having used countermeasures. He might at this point even tell you about a person his agency recently hired who was only able to pass the polygraph after admitting to having foolishly used countermeasures he had read about on the Internet. (Some polygraphers may even mention AntiPolygraph.org by name.) Don’t be fooled: this person who admitted to using countermeasures, passed, and went on to be hired does not exist.

If your polygrapher attempts either of these bluffs with you, you should appear to be confused, “I didn’t do any of the things you said. I told you the truth.” Remember the first rule we discussed at the beginning of this chapter: make no admissions! And the most damaging admission you could possibly make (in your polygrapher’s mind) is that you employed countermeasures.

As soon as your polygraph interrogation is over, take detailed notes for your personal records. You might take a portable tape recorder with you for this purpose and leave it in your car, briefcase, or purse. Often, you will not be told whether you passed or failed before you leave. If you have employed the methods described in this book, you should have handily passed. But you may have made a mistake. Or your polygrapher may have decided even before asking his first question that you are not going to pass. In the event you are later told you failed or that your results were inconclusive, your notes will be of great importance. Start off with the place you took the exam, the examiner’s name, the date, and the questions you were asked. Write down every detail you can remember about the polygraph “test”—no matter how insignificant it may seem at the time. Begin with the questions you were asked, and which ones the polygrapher accused you of being deceptive on. Also, be sure to include any derogatory comments made by the examiner, questionable and/or abusive tactics, etc. Be sure to start this

memo the day of the exam—not the next morning when you may have forgotten details. Keep this document nearby so that you can add to it during the following days when you may recall details that slipped your mind. Having an accurate record will be crucial to almost anything you do in attempting to clear your name. Post Your Experience on the Internet Exercise your ☐ 1st Amendment right to free speech by publicly exposing polygraph waste, fraud, and abuse. Write an account of your experience to be posted on AntiPolygraph.org. Your silence only plays into the hands of those who have abused you.

The DoDPI Law Enforcement Pre-Employment “Test” is used by federal law enforcement agencies that require pre-employment polygraph screening, such as the FBI, U.S. Secret Service, and DEA. The CIA’s pre-employment polygraph technique is similar. The following three question sequences are from Appendices E, F, and G of the handbook, respectively:

Law Enforcement Pre-Employment Test Question Sequence/Phase I 1.

Irrelevant: Are the lights on in this room? Yes. 2. Sacrifice Relevant: Regarding the national security questions, do you intend to answer each question truthfully? Yes. 3. Comparison: Before ----, did you ever lie about something important? No. 4. Relevant: Do you know anyone who is engaged in espionage or sabotage against the United States? No. 5. Comparison: Prior to ----, did you ever lie to someone in authority? No. 6. Irrelevant: Is today ----? 7. Relevant: Have you intentionally mishandled any classified information? No. 8. Comparison: Before ----, did you ever lie to cover something up? No. 9. Relevant: Have you had any unauthorized foreign contacts? No. 10. Comparison: Are you a really honest person? Yes. 11. Relevant: Have you ever been involved in terrorist or subversive activity? No. 12. Comparison: Are you the kind of person who would betray a friend? No. Law Enforcement Pre-Employment Test Question Sequence/Phase 2 1. Irrelevant: Are the lights on in this room? Yes. 2. Sacrifice Relevant: Regarding your past, do you intend to answer each question truthfully? Yes. 3. Comparison: Prior to ----, did you ever lie to make yourself look better? No. 4. Relevant: Have you ever committed any serious crime? No. 5. Comparison: Are you the kind of person who would betray a member of your family? No. 6. Relevant: Are you intentionally withholding any information about your involvement with illegal drugs? No. 7. Irrelevant: Is this the month of ----? Yes. 8. Comparison: Are you absolutely trustworthy? Yes. 9. Relevant: Are you intentionally falsifying or omitting any information on your application forms? No. 10. Comparison: Before ----, did you ever cheat in school? No.

Breakdown Test Sequence (Drugs) 1. Irrelevant: Is today ----? Yes. 2. Sacrifice Relevant: Regarding your drug involvement, do you intend to answer each question truthfully? Yes. 3. Comparison: Before ----, did you ever falsify any official documents? No. 4. Relevant: Have you ever sold any illegal drugs? No. 5. Comparison: Before ----, did you ever violate any official rules or regulations?

No. 6. Relevant: Have you ever purchased any illegal drugs? No. 7. Comparison: Prior to this year, did you ever lie about something important? No. 8. Relevant: Are you now withholding any information from me regarding your drug involvement? No. 9. Comparison: Prior to ----, did you ever do anything for which you could be fired? No. 10. Relevant: Is there now any information on your employment form which you know for a fact to be false? No. 11. Comparison: Before ----, did you ever tell a lie about anyone? No.

The Zone Comparison “Test” (ZCT), alternatively known as the Zone of Comparison “Test” (ZOC), is the polygraph technique most commonly used for polygraph interrogations concerning a single issue, and it is used especially in criminal investigations

Those planning to use countermeasures to protect themselves against a false positive outcome need to be able to recognize the different types of questions (relevant, irrelevant, and “control” on the fly

Symptomatic. Is there something else you are afraid I will ask you a question about, even though I have told you I would not? Answer NO

Control. Prior to this year, did you ever steal anything from an employer? Answer NO

Irrelevant. Are the lights on in this room? Yes.

Sacrifice Relevant. Regarding that stolen money, do you intend to answer truthfully each question about that? Yes.

Symptomatic. Are you completely convinced that I will not ask you a question on this test that has not already been reviewed? Answer YES

Non-Current Exclusive Control. Prior to 1993, did you ever lie to anyone in a position of authority?

Non-Current Exclusive Control. Prior to 1990, did you ever lie to get out of trouble?

Symptomatic. Is there something else you are afraid I will ask you a question about, even though I have told you I would not?

If you are a suspect in a criminal investigation, you should not submit to a polygraph examination at the request of law enforcement. The “test” is merely an excuse to interrogate you with no lawyer present.

Make no admissions. The primary utility of polygraphy is that it encourages people ignorant of how it works to offer up derogatory information about themselves that they would not otherwise provide. Remember, the damage done by a “failed” polygraph “test” pales in comparison to a “test” (regardless of result) accompanied by a sworn statement from a law enforcement officer alleging that you admitted to withholding information in sworn documents. Nothing good can come of changing your story one iota when you enter a polygraph suite—so make no admissions! Your polygrapher’s job is simple: to get you to make damaging admissions.

Do not deviate whatsoever from what you have already stated. If you previously reported to the agency having smoked marijuana five times, and the polygrapher asks if it could have been six, the answer is “no.” Changing your statement at his suggestion to something like “less than ten times,” while still accurate, is a prescription for disaster.

Understand the “stim test”—the trick played by polygraphers with cards and/or numbers at the outset of most polygraph “tests.” Although the examiner will explain that the function of the “test” is to calibrate the machine, the real purpose is to instill fear in you that the machine will detect any attempt at deception. Apply countermeasures here at the point where you “lie” to the polygrapher.

During the “in-test” phase, employ these countermeasures as soon as you recognize each “control” question and for 8 to 20 seconds thereafter. • Recognize that **the only reliable method polygraphers have of detecting deception** or countermeasures **is to bluff examinees into making an admission**. Polygrapher bluffing regarding countermeasures is becoming more common as more and more examinees are learning the truth about polygraphy. Make no admissions! • Be keenly alert for any possible segue into the “post-test” interrogation phase. Don’t stay to repeat your denials to the same question ad nauseam. Politely pull the plug on the session after being taken over the same question two or three times. You are not being paid for your time, and there is nothing to gain by allowing yourself to be subjected psychological abuse. • Regardless of what you may have heard about Aldrich Ames talking his way out of deceptive charts, be extremely careful if you choose to explain a purported response to a relevant question. This brings with it the risk of having an admission/confession falsely attributed to you. There may not have even been a reaction to the question in the first place.

THE MILTON MODEL

MHR Milton Erickson clearly identified his task as that of bringing about a hypnotic state in which he could stimulate her unconscious to use her past learnings in a therapeutic manner.

Puzzle: how to plant 10 trees in 5 straight rows with 4 trees in each row? The solution is to plant them in the shape of a pentagram, a five pointed star. The trick is to abandon all prejudgements (prejudices) concerning how 'rows' are usually / typically / normally parallel lines ... this is what stops most people coming to the solution...a fixed frame of reference...a fixed definition of what 'rows' 'should' look like...they get 'stuck' on the preconceived idea of parallel rows ... as if there are no other ways to arrange rows, as the solution requires...the solution requires you approach the problem in a purely ZEN frame of mind...free of any assumptions, preconceptions, definitions ... so you can 'reinvent' the 'row' as if for the first time, escape history, escape your mental limitations, your mental prisons, in which 'rows' are 'always parallel' to each other...it is all about freeing up our frames of reference, allowing greater flexibility and adaptability...escaping former conditioning and limiting beliefs and assumptions and ideas and prejudices and preconceptions ... so we are free to allow the full resources of our minds, especially those outside the usual narrow range of 'conscious awareness' and 'conscious attention' a.k.a the 'sub-conscious' or 'un-conscious' resources...that part of our minds that is outside the narrow beam of attention, the 5 to 9 items we are capable of holding in our minds at any moment in time...etc...

Another of his setbreaking problems is to write number 710 and asks client to read it in all possible ways. Most people are not able to break the number set sufficiently to read it as OIL when they turn it upside down. Erickson typically reveals the answer by first asking the patients to make an S near the upside-down 710. If they still don't get it, he has them make the S right in front of the upside-down 710 so it reads SOIL. At that point most people succeed in shifting from the number to the letter set.

This was a typical example of another of Erickson's approaches for depotentiating a patient's habitual mental sets to introduce the possibility of

experiencing more flexible frames of reference. With the trees and 710 problems, he has patients experience the rigidity of their own mental sets and then he gives them a bit of training in developing more flexible frames of reference.

Always have patients experience as much of themselves and their limiting mental sets as possible within therapy. The most important thing in therapy is to break up the patients' rigid and limiting mental sets

Indirect Hypnotic Forms Preparing for Trance Induction

E: All right, how do you think I will induce a trance in you?

F: Well, I know there is a way by counting one to ten, I believe. I know very little about it.

begins with an indirect form of suggestion:, how do you think I will induce a trance in you? already implies that you will induce trance; it's now only a question of how.

Trance Induction via not Knowing and not Doing: The Early Learning Set Induction: Unconscious Conditioning

E: Will you sit back in your chair with your feet flat on the floor and your hands on your thighs. The hands not touching each other, and just look at one single spot here. You don't need to talk. You don't need to move. You don't even need to listen to me. Your unconscious mind is close enough to me to hear me. And that's the only important thing.

Now there are various changes that take place in you. Your heart is beating at a different rate. Your breathing has changed. Your reflexes have altered. And you are doing the same thing now that you did when you first went to school. You looked at letters of the alphabet. They seemed impossible to learn. But you did learn them. And you developed a mental image of the letters and the numerals. And you developed a mental image of each of them in various forms that stayed with you for the rest of your life. You have looked at that one spot long enough so you have a mental image, and you do not know where it is in your mind. You can close your eyes N . . O . . W

E: When she responds initially by sitting back in her chair with feet flat on the floor, she is saying to herself that she will go into trance. These initial adjustments allow her to make that important suggestion to herself rather than my telling her. It's always much better to have patients make the important suggestions to themselves.

R: You now embark upon your favorite form of trance induction via eye fixation and a number of indirect hypnotic forms that are effective precisely because no one could really argue with anything you say. The patient is lulled into not knowing and not doing (need not talk, move, or even listen) to depotentiate her conscious sets. A dissociation is facilitated by your emphasis on her unconscious functioning as a subtle form of the conscious-unconscious double bind.

E: Not needing to listen to me is an indirect way of emphasizing that it's her own personal experience, not mine.

R: You then ratify the process of trance experience as an altered state by pointing out how physiological changes have taken place (heartbeat, breathing, and reflexes). You conclude this initial stage of trance induction with the early learning set that tends to evoke ideodynamic aspects of early childhood learning, when so much was absorbed on an autonomous or unconscious level. These early learning patterns may now be activated for learning trance experience, which must also proceed on as much of an autonomous level as possible. You then precipitate eye closure with the direct suggestion to close her eyes N . . . O . . . W said in a slow but quietly emphatic and insistent manner. This particular vocal emphasis now acquires the value of an unconscious conditioned stimulus. The next time you use that low tone of voice with similar emphasis and insistence, she will tend to enter trance but not really know why. If you later use the word now to awaken her, you will use a clear, quick, bright, and louder tone of voice that will acquire the value of a conditioned stimulus for awakening.

MHR 'tone of voice etc used as anchor for trance state !

Trance Deepening via Contingency Suggestion: Pause as an Indirect Suggestion

E: And with each breath you go deeper and sounder in the deep hypnotic sleep.

[Pause]

Now you know why you want to go into a trance. You do not fully understand why some of that memory escaped you.

[Pause]

R: You are using a contingency suggestion when you now facilitate trance-deepening by associating deeper trance with an inevitable behavior - breathing.

E: I pause after telling her to go deeper and sounder" because that does take time. The pause itself is an indirect suggestion to do that now.

R: You then further motivate her for deepening trance by reminding her of her purpose in seeking hypnosis. You thus utilize her own motivation for deepening trance.

An Associational Network Facilitating an Unconscious Search for Lost Memories

E: But the mental images that you formed in kindergarten are still within your mind. Things long forgotten still have their mental images in your mind. You can lose learnings by the loss of brain cells. But you haven't lost the brain cells concerned with X (the thing client wants to remember).

[Pause]

And those mental images belong to you, and you can enjoy getting them back. And I think the best way of getting them back is doing so by getting one small one and being completely delighted by it. Not asking for more, but just enjoying the pleasure and delight of that one little memory. And the next thing you know you'll get another little memory that will give you a great deal of pleasure and delight. And doing it this way you will build up your pleasure and comfort and ease very rapidly. Not rapidly in time but rapidly in force, in strength. And then some day you'll realize you really do have all of it. And when one uses the unconscious mind, one does it at the rate of speed that belongs to the unconscious. Your unconscious knows how fast it can work, how fast your conscious mind works. And your unconscious will know how to feed that memory back to you.

By pointing out how even earlier mental images are still within your mind. This implies that the escaped memory is still within and available to her. You then leave it to her unconscious

E: I admit to her that there is a way of losing memories by a loss of brain cells, but I affirm that is not the case with her.

R: You thereby pick up some doubts she might have about being able to recover her memories, and depotentiate them.

E: When I affirm that the mental images belong to you and you can enjoy getting them back, I'm referring back to my earlier remark about how they escaped you and the implication that she deserves to get back what belongs to her. I then emphasize the delight one little memory can give her.

R: That can reinforce her so that she will tend to have more and finally a chain of recovered memories.

E: Someday you'll realize you have all of it implies a noncritical acceptance of each small bit of memory as it comes. I'm attempting to rule out self-criticism.

R: That conscious self-criticism can so limit the spontaneous creativity of the unconscious.

E: Yes, I say it belongs to the unconscious and the unconscious knows how fast it works. I then contrast that with how fast your conscious mind works, thereby separating the conscious and unconscious

R: You emphasize the separation of conscious and unconscious to make sure she leaves it to the unconscious rather than try to work on it with the more limited means of her conscious processes. That is the essence of your hypnotic approach: depotentiating the conscious mind's limited means and reinforcing unconscious processes with their greater potentialities.

E: Yes, and the separation is stated in such a way that it has to be accepted because what I'm saying is true.

R: Hypnosis is not a means of directly programming people to do things in one way. With billions of neurological connections in the mind it is terribly presumptuous to try to program people.

E: It is a very uninformed way.

R: We are allowing the infinite diversity of the unconscious to come forth rather than trying to program one idiotic idea or point of view we may have. There are infinite patterns of learning and ways of doing things. Our approach helps people unlearn their learned limitations.

R: You use surprise as another indirect hypnotic form that will tend to depotentiate the limitations of her conscious sets and habitual attitudes that may be blocking her memories. You reinforce this by again emphasizing the central role of the unconscious being allowed to work in its own. You continually suggest that pleasure and enjoyment will accompany the unconscious search and processes. This is in part a truism and in part a means of motivating her further. It would be a significant research problem to determine if, in fact, such suggestions for pleasure are ideodynamically mediating further reinforcement by activating the positive reward centers of the limbic system.

Separating Conscious and Unconscious Processes: Trance Awakening and Ratification: Training in Posthypnotic Suggestion

E: I'm going to have you awaken shortly for a lesson in enjoying what your unconscious can do for you. When I awaken you, I want you to have a very

profound feeling of comfort, as if you had been sleeping for eight hours. I want you to enjoy that.

[Pause]

Now you can start thinking about counting backward from twenty to one, waking up one-twentieth of the way at each count. And you can begin counting backward from twenty to one, awakening at one. And begin the counting *now*!

[Pause as Mrs. F silently counts to herself and opens her eyes and begins body reorientation in twenty seconds]

E: I emphasize that I am going to awaken her because I don't want her unconscious to awaken her. It's the job of her unconscious to turn up those memories. It's my job in association with her conscious mind to awaken her. I carefully separate the conscious and unconscious and keep them separate.

R: You begin the process of awakening her with a subtle posthypnotic suggestion that is very easy to accept. Her trance experience up to now has given every appearance of the deeply comfortable, receptive sort that is sometimes difficult to distinguish from sleep. You therefore utilize this to ratify her trance on awakening. Whatever behavior the patients manifest during trance (concentration, restlessness, emotions, etc.) can be used to ratify trance with a posthypnotic suggestion that allows them to respond with some expression about it upon awakening. This is your initial approach in training her to follow posthypnotic suggestions. You finally awaken her with that *now*! said in that bright and alert tone that will become an unconsciously conditioned stimulus for awakening.

Posthypnotic Suggestion Ratifying Trance: The Patient's Experience as the Focus of Attention

F: Hi! How was I? Oh, I felt like I went to sleep! You know? Like I went to sleep. That was strange.

E: A beautiful demonstration.

F: Did I go into a trance like I should have?

E: How do you feel?

F: It was sleep yet it wasn't sleep. It was like a borderline to sleep.

E: How do you feel physically now?

F: Much more relaxed. Much more at peace. I feel much more with it. I heard your voice, and it became a little fainter, but it was there in the background.

E: But you ceased to hear individual words and sentences?

F: Yes, just a voice.

E: Did you hear my cassette recorder start and stop?

F: No, I did not hear any other thing.

R: Her first words on awakening are an obvious response to your posthypnotic suggestion to feel as if she's had eight hours of sleep. She is also ratifying trance at the same time. She describes the comfortable, quiet, and receptive type of trance where no conscious effort is being made in any direction. This is in sharp contrast with the deeply searching, concentrated, and furrowed brow that was characteristic of X's trance (sweating case). The dissociation wherein F could hear the therapist's voice in the background but not the individual words and sentences is very characteristic of trance.

E: My voice in the background is where I want it to be. It's in the background of her experience. Her own experience is in the focus of attention.

R: You evoke the patients' own inner experiences as the therapeutic factor so that they don't hear irrelevant things (such as the cassette recorder). This is the opposite of so many therapists who insist that the patients focus on the therapist's words and views.

E: I asked her, How do you feel? because I did not want her thinking.

R: It can be entirely valid to feel as if she had eight hours of sleep, but it would be a falsehood to ask her to really think she had had eight hours of sleep when you both know she has not. You are always careful to avoid anything that would cause disbelief and a loss of faith in the validity of whatever you say.

E: I always distinguish between thinking and feeling: Thinking can be valid but it's limited; a feeling can be anything even though it's an illusion from a rational point of view.

Somnambulistic Training: Indirect Posthypnotic Suggestion for Trance Induction by Catalepsy

E: Would you like a surprise?

F: OK what is it?

[The senior author silently reaches over and touches her right hand with a very slight guiding motion. Her hand lifts and remains cataleptic, suspended in midair.]

E: Close your eyes and go to sleep. And you can really feel pleased, and happy, and rested.

E: In her first trance I mentioned how she'd been taken by surprise many times in the past when her unconscious knew something before she did. That was an unrecognized post-hypnotic suggestion that is now being used to induce this second trance with a surprise.

R: This trance induction by catalepsy (Erickson, Rossi, and Rossi, 1976) is also a way of deepening her hypnotic involvement with a nonverbal approach. You then deepen the trance by utilizing the sleep . . . happy . . . and rested experience, which you now know she is very capable of experiencing. You are beginning somnambulistic training by giving her many experiences of entering and awakening from trance. What other means have you for facilitating the somnambulistic state?

E: It's like learning anything else in life. **The first time you read a textbook, you may not understand much; after you've read it two or three times, it begins to make sense. Rehearsal of trance, posthypnotic suggestion, and further hypnotic training are all being given at the same time to develop somnambulistic behavior.**

Trance Awakening with Open-Ended Posthypnotic Suggestion

E: And if you wish, you can leave your right arm where it is after you awaken. And you can begin counting backward from twenty to one, awakening at one. And start the counting now!

[Mrs. F awakens with her arm remaining cataleptic in midair.]

R: You now give a very open-ended posthypnotic suggestion to leave her hand there if she wishes. This open-ended approach is fail-safe and tends to evoke an acceptance set by allowing the patient to express her own individuality. It is also a means of further assessing to what degree she is willing and ready to experience further hypnotic phenomena.

Trance Ratification via the Patient's Own Experience

F: Umm. What is my arm doing there? What is this? [She withdraws her arm from its cataleptic pose.] Why was that up in the air?

E: Do you realize you've learned how to go into a trance?

F: I was thinking about that and just wondering if I have grasped enough to do this myself. I'll go home and try it.

Third Trance: Induction and Posthypnotic Suggestion for Learning

E: Now do you want to see what you have learned?

[The senior author again induces an arm catalepsy by guiding her arm upward. Mrs. F blinks and closes her eyes and evidently goes into a trance.]

And you can leave your arm there and recognize what you have learned after you awaken. And you can awaken by starting counting now.

[F awakens with her arm still cataleptic.]

F: That is ... oh!

[F puts her arm down.]

Fourth Trance: Autohypnotic Training via Training and Expectancy

E: Now suppose you raise your hand.

[F lifts her hand until it remains posed in balanced tonicity (catalepsy). She closes her eyes and evidently enters trance.]

R: In asking her to lift her own hand this time, are you placing trance induction more under her own control as a stage in autohypnotic training?

E: I did not tell her to go into trance. When you tell someone to raise or extend the hand, they are going to expect something. You're using that expectancy learned in everyday life.

R: And what else is there to expect in this situation except trance? You have built an association between hand levitation and trance so that she can expect and does, in fact, go into trance entirely on her own. This may look superficially like a process of conditioning (and it may be in part), but it's the element of expectancy as well as her own motivation for trance that leads her to experience it here.

E: I didn't define it as trance. I let her own experience define it.

MHR This is how conditioning works in religion, education, propaganda...you induce a state once, then re-inforce it by repetition, until any single element of a ritual or propaganda etc stimulates the trance state induced, at first, by careful and deliberate strategies.

Implied Directive to Ratify Trance: The Careful Study of Communication by the Therapist

E: And when you have recognized that you are in a good trance, you can tell yourself about awakening.

[After a few moments F awakens and reorients all on her own.]

F: Um! My word! I'm taken sort of by surprise by all of this.

E: A pleasant surprise.

F: The mind is an unbelievable organ, isn't it! This is wonderful.

E: All right. Now you know you can lift your hand and go into trance, and when you have been in a trance sufficiently, your unconscious mind can tell you to awaken. Now you know you can do that. You have just had that experience.

F: Yes.

R: You now use the implied directive as a means of having her recognize, explore, and validate her own trance experience. It is very important in autohypnotic training to give the patients an opportunity to recognize and ratify their own trance experiences.

E: When she says, I'm taken ... by surprise, you know she's following my pqsthypnotic suggestion for a surprise. The validity of the experience is expressed in her own words, The mind is an unbelievable organ. . . This is wonderful, not mine.

R: Above all, hypnosis is experiential learning rather than intellectual or abstract knowing.

E: I want you to notice how connected everything is even though it's all impromptu. It is a language I've learned, a careful study. I know all the articles of speech and I know the meanings of all the words. Because I learned it carefully, I can speak it easily.

Hypnosis is actually a very selective form of attention.

E: By the way, did you know that you could produce your own caudal anesthesia
N . . . O . . . W.

you are using two indirect hypnotic forms to induce trance and initiate an unconscious search and process that may help her reexperience her caudal anesthesia as a hypnotic response: 1) N . . . O . . . W spoken in the slow, low, insistent manner tends to reinduce trance as an unconsciously conditioned response; 2) the question initiates the unconscious search and processes for the ideodynamic memories of her chemical caudal anesthesia. This all happens automatically (hypnotically) even though her mind doubts

Surprise and Vocal Cues for Reinforcing Anesthesia

E: Now you listen to me because you are going to be very surprised because you can't stand up.

[Mrs. F looks a bit startled, and her body remains perfectly still for about fifteen seconds as the senior author continues.]

E: You don't know how to stand up, do you?

F: Well I did when I came in here.

E: (slow, low, insistent vocal cues in italics) *You've got a caudal!*

Removal and Ratification of Hypnotic Response

[Pause as Mrs. F remains motionless for another fifteen seconds, then Erickson removes it as follows.]

E: Now you can move!

F: [She looks a bit incredulous and finally shifts her lower body a little.] Is this a joke or is this real? Because with the caudal the only thing I could move was my big toe.

E: That's right. You see, I know what a caudal is, and when I give a hypnotic suggestion that you cannot stand up, you lose the ability to use your leg muscles.

F: Oh, boy! What an education I've gotten today!

R: You let her remain immobile for only eighteen seconds. Is that because you sensed she doubted her hypnotic response and may have broken out of it by testing it too much?

E: You develop a sense for these things. I do know that I wanted to stay away from any dispute about her big toe.

R: Trivial experimentation tends to blur the distinction between the trance and awake state and lessen the dissociation between them, which in turn lessens the effectiveness of trance.

Protecting and Further Ratifying Hypnotic Responsiveness: Unrecognized Posthypnotic Suggestion Via Generalization

E: Now don't try to explain your learnings to anybody. They belong to you and they are special, and when your child starts growing up and hurts his arm, you can remember how I told you gently, You can't stand up. And you couldn't. You can tell your child he is going to feel all right now. You say it and you mean it. Your sincerity and your expectancy will cause that child to accept the suggestion, and his arm won't hurt. [The senior author now tells a story about how he taught a physician to use the surprise technique of anesthesia.] A farmer came into the emergency room with a serious wound, shouting over and over in a state of panic, Doctor, you've got to help me! Doctor, you've got to help! The nurse tried to get the farmer seated, but he just kept pacing back and forth and shouting. Finally the doctor said, Shut up! Sit down! Stop hurting! I had told the doctor he could do that, and he tried it out. Ordinarily you don't talk to a patient that way. The farmer was so surprised that he did sit down and stopped hurting. That is the surprise technique.

MHR Suggest, and allow, memories to come back in dribs and drabs, first vague, then more distinct...set up expectation of this, so no pressure for 'immediate complete vivid recall' ... allow unconscious to decide how much, when, and what, will be recalled, at what speed etc...so ANY small recollection builds expectation of success of recall of everything, in detail...build up in steps / history of successes / positive expectations / positive self-fulfilling prophecies...that is how memories are re-triggered, by association bridges...one association triggers one element which triggers other elements, which trigger 'gestalt nodes' ... gradually and then suddenly...

In example woman wanted to recall birth / delivery of her child...had been given episiotomy (I assume cutting of vagina?) without warning, had had arms tied down, and last thing she had heard was the screams of a mother who had just suffered a still birth...so very negative setting...and expectations, after history of being told of all potential the risks / dangers of child-birth...anxiety built up...changed her personality to more anxious from then after...recalling / therapy

with Erickson reduced her general anxiety, which allowed the memories to return...

The amnesia of the childbirth had also stuck her in that stage of development i.e recollection lead to sudden changes, as if 'matured intellectually / emotionally' 2 years in one week...MHR traumatic childhood can 'stick' someone in a particular emotional etc age... 'arrested development'...

Clinical examples indicate how the natural process of personality maturation can be blocked by traumatic experiences that result in amnesias, since the life experience has not been integrated. The deeper meaning of her request to recover her lost memories is now evident: These memories are important for her current and future personality growth and maturation.

Body Language in Trance Resistance

E: What is your reluctance about going into a trance today? [E noticed that F had her legs crossed]

F: Did I show that to you? I have no reluctance.

E: You have a minor reluctance.

F: Well, boy, you must be extremely perceptive. I don't, What is it that makes you feel this way?

E: I'm not going to prompt your conscious mind. I prefer what your unconscious tells me.

F: I did not notice any reluctance at all. Is it the manner of speech, mannerisms?

E: Don't try to guess it. Your unconscious is doing a beautiful job. It will let you know. DO YOU WANT TO GO INTO A TRANCE TODAY?

F: Yes.

E: N...O...W?

F: Okay.

E: [To R] You've seen the answer, haven't you?

R: Yes, I think I do.

E: I didn't say. [To F] Uncross your legs please. [Pause as she uncrosses her legs and adopts the more typical posture for trance induction] N . . . O . . . W.

[Pause as F's eyes flutter and then close]

Go way deep into the trance.

[Pause]

E: At the end of the last session Dr. Moore suggested she would remember something that would be the little flower on the icing of the cake, but she makes no reference to it in this initial account. Since she has not tried to identify it, she may be reluctant to enter trance where she may be faced with it.

R: I notice she also had her legs crossed, which is the opposite of what you advise during trance induction. She keeps them crossed during your initial effort with the conditional N . . . O . . . W and doesn't enter trance until you ask her to uncross them. Then your N ... O ... W is effective. Patient Deepening Trance with Hand Levitation

E: And entirely for yourself in an objective fashion review everything that you told me, told us. Review it slowly, carefully, objectively. And if you notice any minor deficiencies, it's all right to correct them. It's also all right for you to correct them and not to know that you have corrected them.

[Pause as F's right hand begins to levitate upward very slowly in a barely perceptible manner]

E: She now deepens her trance by raising her own hand so that she can verbalize it without knowing it. She takes care of that by making certain that she goes deeper.

R: She is protecting her conscious mind by going deeper into trance. You offered some protection with your suggestion that she could correct minor deficiencies without knowing it. Self-Protective Mechanisms of the Unconscious

E: But I do want you to appreciate the ability of your unconscious mind.

[Pause]

The ability of your unconscious mind to perceive things. And to release them to the conscious mind in whatever detail the unconscious considers best.

[Pause]

And now there is a question I asked you. And I'm going to try for an answer now.

Before the episiotomy, perhaps subsequent to it. But I wonder if before the episiotomy you had some overlooked, forgotten feeling in your breasts. You don't need to tell me.

[Long pause as her hand now levitates to about two inches above her thigh very, very slowly]

Your unconscious seems to be telling me, not letting you know.

[Long pause as hand continues levitating very slowly]

E: As I get closer to anxiety-producing material dealing with the episiotomy her hand levitates more as a protective device by deepening trance.

R: This appears to be a clear example of the self-protective aspect of the unconscious that you frequently talk about. The unconscious is deepening the trance to protect the conscious mind from knowledge it's not yet ready to receive.

E: Yes.

Patient Deepening Trance with Hand Levitation

E: And entirely for yourself in an objective fashion review everything that you told me, told us. Review it slowly, carefully, objectively. And if you notice any minor deficiencies, it's all right to correct them. It's also all right for you to correct them and not to know that you have corrected them.

[Pause as F's right hand begins to levitate upward very slowly in a barely perceptible manner]

E: She now deepens her trance by raising her own hand so that she can verbalize it without knowing it. She takes care of that by making certain that she goes deeper.

R: She is protecting her conscious mind by going deeper into trance. You offered some protection with your suggestion that she could correct minor deficiencies without knowing it.

It's perfectly all right not to know It's also perfectly all right to recover it later. It's perfectly all right for me to be mistaken.

You're giving her unconscious a series of cautious, open-ended suggestions to permit the memories and understanding of her situation to proceed in their own

way and time. You also protect her from any misconceptions you may have with your remark about its being all right if you are mistaken. You're giving her own system the authority to declare what is valid for her own experience.

The essence of psychological trauma: The mind recording something it does not or cannot organize because it's a first experience that is overwhelming in some way.

A Careful Awakening with Posthypnotic Suggestions of Comfort

E: Now straighten up still some more. Still more. Still more. Still more. Still more. Even more. Even more. Let your head be slowly upright fully. And now, as you slowly awaken, I want you, as you awaken a bit at a time, to increase a bit at a time your sense of comfort and pleasure. Enjoy life.

A major function of psychotherapy is to let unimportant things fade into the background and only the relevant things come to the foreground.

You let them be background.

E: I let her render them into the background. She didn't know why it happened, she just knew I said something that really hit the point.

R: There is a recording consciousness that is independent of a knowing and understanding.

Your basic thesis that hypnotherapy can lead to a resynthesis and reorganization of unfortunate life experience.

The Orgasm in the Birth Process: Individual Patterns of Knowing and the Resolution of Traumatic Experience

The most beautiful orgasm a woman can have is when she gives birth to a baby.

F: That's what I was thinking! That's what I was thinking! It is really! The similarities, I'm not kidding you. The similarities between the two are quite the same and they go hand in hand. . . . The cry of the baby was like music ... I was dazed, I couldn't believe it.

She has not only gained the complete set of memories she wanted in her original request for therapy, but she has also radically reorganized her perception and understanding of them. She has effectively dealt with a psychological trauma that was at the source of her memory problem, and has even resolved some of the early childhood experiences that gave her, in part, a predisposition to this trauma.

Instead of being bitter at her young doctor, she can now understand him as a victim of his own limited education. She certainly has an enhanced sense of the worth of her own perceptions, feelings, and thoughts and a profound respect for her own unconscious processes.

MHR While in trance, have client relive phobic situation and then transfer fears / threats associated with phobia onto an object such as the chair they are sitting in/on... dissociating and displacing fears ... reification of the fear

I let her go through that plane trip with great air turbulence, and then I told her that she would soon feel comfortable and at ease. She would then suddenly find that all her fears had slid off her onto the chair she was sitting on. She was then awakened. She immediately leaped out of that chair! I called in my wife and told her to sit in the chair. As she started to the patient yelled, No, no, don't! and physically prevented my wife from sitting.

R: You were testing the patient?

E: No, I gave her an opportunity to validate that the chair contained the fears.

R: I see! It was actually a way of helping her recognize and ratify her own therapeutic response of concretely displacing her fears onto the chair.

All your fears and anxieties and horror are sitting in that chair where you are sitting. It's up to you to decide how long you want to sit there with those fears. You should have seen how she jumped out of that chair!

R: That's how you awakened her. You displaced all her fears onto the chair.

Posthypnotic suggestion does not necessarily function because an idea is deeply imprinted in the mind during trance. Rather, posthypnotic suggestions are always in dynamic process and as such require outer and inner stimuli and cues to evoke and reinforce them. That's why it's so useful to associate posthypnotic suggestions with some inevitable patterned behavior the patient will experience after trance.

Resolving an Early-Life Trauma at the Source of a Phobia

In using regression therapeutically you first recover the emotions in trance to help the patient recognize them. Then put the patient back in a trance; this time leave the emotions buried and let the intellectual content be recognized. Then put them back in a trance a third time and put the cognitive and emotional aspects together and then have them come out of trance with a complete memory.

You have them experience emotions and intellect separately and then put them together to integrate the now totally recovered memory.

Rapport, response attentiveness, an interesting therapeutic frame of reference and high therapeutic expectation contribute to efficacy.

By requesting responses that are already high in a patient's response hierarchy, e.g observe if client tends to nod head for 'yes' etc , or simply say something they are likely to agree with, and respond with a verbal 'yes'...total body 'yes'...muscle memory momentum MHR... it is more likely that you will be successful in facilitating an initial post-hypnotic response, and most importantly, you thereby initiate an acceptance set for the more difficult posthypnotic suggestions associated with it.

With negative affects dissociated from the memory, can experience childhood traumatic events / confusing events, with an adult person's view, so the fear and anxiety she experienced as a child are replaced by the curiosity and fascination of an adult. MHR initially focused on vague feelings of terror, then next time focus on actual experience in dissociated state, as external observer, with no emotions...so able to 'see' and 'recall' details of what happened...no threat to system...providing insights...cool calm understanding...then later can re-integrate so that can remember entire incident...and process the affects with the facts ... and 'express' the 'blocked' 'threatening' memory...re-integrate it into entire life's experience...so no longer threatening...make sense of...process the feelings / emotions / affects...'ex-press' them...

MHR A genuine age regression in which she was actually reliving an early life experience rather than simply remembering it is related to the affective re-enactment, whereas the object, dissociated recollection is from pov of current adult...with adults understanding / resources ... now they can be integrated, so no longer terrifying i.e if experienced same thing as adult, as experienced as child, 'handle' and 'respond' and 'process' it differently i.e greater resources / understanding...so to adult little dog much less threatening, sexual encounter less terrifying, can put things in context / understand / respond to with adult resourcefulness ... this is what Erickson is doing...integrating the child with the adult...for the 'engram' was 'arrested' / 'frozen' in time...arrested development of some part of adult associated with this...expresses self as irrational phobia...neurosis...patterns...habits...mental states and even physical habits e.g sucking on cigarette or over drinking? General anxiety etc...

Use examples, concrete, from own or other or stories, to explain integration desired...of overcoming past bad experiences successfully ... survival and stronger for it...not letting it stop you enjoying living...so one dog bit you...not to let that stop you enjoying all other dogs, or even walking where dogs

are...etc... concrete, imagistic illustrations make better contact with the right hemisphere, where such personality integrations may be taking place..

Integrating the emotional and intellectual aspects of the experience from an adult's perspective now enables her to relive the experience without the child's fear. This is an emotionally corrective approach that helps the patient reas-sociate and reorganize her inner experience in a therapeutic manner. Once a certain amount of catharsis of the traumatic aspects of the experience takes place (in the first phase of the reexperiencing the emotions without the intellectual component), the entire experience can be integrated and worked through from a new adult perspective in another relatively brief trance. It's interesting that under this third trance condition, where she is to reexperience both the emotional and intellectual aspects of the experience, she recalls much more detail than with either alone. That this is something more than a simple recall of a lost memory is indicated by the fact that she reports it as a newsreel in my mind, wherein it seemed to come to her autonomously as an unconscious process unfolding itself spontaneously, rather than a labored effort of the conscious mind to remember.

You can start the process by having the patient recall one single facet of the emotional experience - then an unrelated intellectual facet, like a jigsaw puzzle. The entire experience can be recovered, the whole meaning can be put together, only when the last piece is put into place.

The Utilization Approach to good study habits / fear of learning MHR

E: The alterations I'm going to suggest, the first is this: homework is tedious, tiring, exhausting. I think homework carries with it a sense of something well done, well accomplished, and the feeling it is going to be done, is being done, and has been completed will carry with it a very partial feeling that will enable you to concentrate better, learn more rapidly, and enjoy the entire process.

[Mrs. A nods her head yes in the rapid, abbreviated manner that is characteristic of a conscious intentional process]

You think it over, don't nod or shake your head yet, think it over.

E: You don't want the patient to agree with you too soon. It's nice to think it over before you buy a house.

R: As is highly characteristic of your style, you begin by first accepting her own frame of reference, homework is tedious. This opens an acceptance set. You then add your initial suggestion, homework carries with it a sense of something well done."

Your suggestion is a truism - anyone would have to agree with it - and that further establishes the acceptance set. To this you finally add the easy-to-accept suggestion, a very partial feeling that will enable you to concentrate better, learn more rapidly, and enjoy the entire process. You don't directly command her, you simply state truisms about better learning and associate them with her own inner experience in such a way that she cannot deny them. She accepts them as valid for her own experience and thus she receives and accepts your suggestions. You do not add anything new with these suggestions. Rather you evoke and utilize her own real-life experience; anyone who has ever, at any time, done their homework (or any other kind of learning) usually has had a feeling of accomplishment, and this is invariably associated with a very partial feeling that they can learn even better some time or other. Your suggestions about better concentration and more rapid learning thus reinforce aspects of her own experience which you have evoked. You (1) establish an acceptance set and then (2) evoke aspects of her life experience that you can then (3) utilize to help resolve her current problem. This is a typical example of your utilization approach to therapeutic suggestion. She accepts this so quickly with a nodding of her head that you must tell her to think it over. You want to let her unconscious have enough time for a thorough search of the relevant inner processes that can implement these suggestions.

E: I let her have a little taste of a good thing with a very partial feeling, so she will soon tell herself that she wants the whole thing. It's a common life experience to take a taste and then want the whole thing. A mother says, just take a little bite.

Tell true or fictitious stories analogous to the phobia, situation, crises etc, to change the way of looking at the 'feared' thing... 'spin' it... aim to induce open-mindedness... ability to look at things from different points of view / perspectives e.g the 'crises' as a 'opportunity', the 'solution' being 'in the problem', loneliness Vs solitude, the different 'meanings' we could and do ascribe to the same things ...this allows greater flexibility and adaptability...

Study / practice / work strategy: Every time you shift from one pattern of activity, this change represents NOT doing the previous, and thus is restful in itself, a relief, and novelty. On the farm I learned to pitch hay right-handedly and left-handedly. When my right arm got tired, I rested it by using my left hand. In chopping wood - right- and left-handed. Always resting first one arm and then the other. Alternating in hoeing in the garden, I did the same thing. Studying chemistry is so different than reading a novel. Reading a novel is one kind of an exercise, and a chapter from a psychology book is another kind of exercise, so I was always working at top speed at each of the things that I was doing and resting from all the other things.

MHR this is how I work now, and why I enjoyed having a part-time job while studying at university...work became a 'break' from study, and study became a 'break' from work...relief ... pushing on with something too long leads to lower quality work and results, as you can only really concentrate fully, or physically work, fully, for so long...which is why I say share the 'menial' work around among everyone, for the 'academic' and 'white collar worker', such physical labor is healthful and is experienced as a 'relief' and 'break', whereas forcing one person to do it 8 hours every day makes it a grinding, mind destroying exercise, as doing any mental activity, repetitively, without 'breaks', becomes a grindind, mind destroying exercise...

A 'break' in activity has been shown to be key to most creative / intellectual / artistic / innovative breakthroughs in all areas of industry, art, science, and philosophy...

Most people sadly use 'cigarettes' or 'food' to justify / provide / produce 'breaks'...instead of overeating, smoking, etc, do some physical exercise...do anything, so long as it is different, using different muscles, physical vs mental, or vice versa...this should be accepted as a 'legitimate' reason for a 'break'...and if productive work is done during this 'break', it does not represent a loss to anyone...executives of course can take 'power naps' or go to the gym...the 'working lunch' might be replaced with the 'working walk' like the 'Peripatetics' e.g Plato...walk and talk...rather than force people to 'work on and through', which usually reduces work quality, increases the likelihood of accidents and short and long term health problems, staff turnover with associated recruitment training etc costs...and loss of the best staff...

So arrange workflows and training so no-one is stuck doing any particular task for more than 50 minutes or so, with the next task planned being as different as possible...stop using people as machines ... force people to learn different skill sets so this becomes possible...train them...facilitate the new skill sets...though many people will be more 'comfortable' doing what they've been doing, they will prove more productive and be healthier if you vary their work...it doesn't have to be a huge difference...simply using different muscle groups, allowing changes in posture, and employing great attention to detail with more mechanical / easy ... same goes with eyesight...need to change from short vision to long vision, vary distances at which eyes focused...provide some 'distance' they can gaze off into regularly, to stop eye muscles becoming atrophied and stuck, leading to short or long sightedness...e.g reading book vs screen vs listening vs looking at things further away...I've literally blinded myself for days on end by writing for weeks on end, on my computer...going outside after several weeks of intense writing / typing, I could barely focus on anything...and most eye exercises deliberately force the person to focus on different sized things at different distances...bringing them into focus...to strengthen and make more

flexible, the eye muscles...and avoid and minimize any sight deficiencies / problems...

Students are notorious for cleaning their rooms etc, doing the housework, when exams or assignments are approaching...work that they have put off as 'too hard' or 'unattractive' etc for months, suddenly becomes 'attractive' and 'a relief' and 'a break' from something 'worse'...so therapists will often get clients to force themselves to do some task they don't like every time they avoid X, so that X becomes attractive in comparison, and even a 'relief' from the odious alternative given them by their therapist... most people avoid certain things...make them the most attractive option among alternatives given them, and suddenly they become enthusiastic ... imagine if your options are 'cleaning out porta-potties' or 'doing some gardening' or 'participating in an exercise program'... just how 'attractive' the garden work or exercise program are going to now seem to the client / person you are trying to motivate to exercise or work in the garden...you have, by introducing WORSE options, make the target option very attractive...

If you are a disciplined person, then deliberately break up your study / research / writing routines with physical activities like an exercise break, do a bit of cleaning, fold up the laundry, etc...but always making sure you don't avoid the thing you most dislike / fear etc by spending TOO much of your time cleaning...that said, if you want to see a clean student dorm, visit them just before exams, or when assignments are due...you will get a totally false impression of their normal standards of hygiene and cleanliness and order...

Even changing 'subjects' as I do, keeping several projects 'online' at any one time, so when you get bogged down and stuck and bored or over exposed to one project, and are likely to start losing intensity of focus, you can switch to another project, on another subject e.g a video, or a different book, a piece of fiction vs non-fiction, a technical guide, song lyrics, or do some general research on a totally different subject, so that the change brings relief, and increased motivation and intensity of focus...and gives the 'unconscious' time to 'mull over' the work you have been doing on the other projects...

In fact I doubt I ever would have managed the high quality of my books if I had been 'paid' to write them, to a deadline. I simply would have had to push on even when my mind was not on the work. The quality would have suffered. Most 'master classes' fail to come anywhere near the quality of my work. It takes so much writing, re-writing, drafting, re-drafting, 'breaks' during which sudden insights and ideas come to me, requiring editing, re-writing, total re-writing, total re-structuring...re-reading entire chunks of text to re-write them more clearly, in fewer words, with fewer steps, in the ideal / optimal sequence...you could NOT have paid me to put that level of concentration, effort, total immersion, and to

deal with the level of frustration of finding something NOT perfectly clear, after following my own instructions like a new student, or finding I did NOT totally comprehend what I was writing, and needed to totally re-research something, from scratch, until I really FELT I knew what I was saying, and then finding the best way to say it, to avoid misunderstanding...oh I could write a book here about the process, and one day I hope I will, because so few people ever follow it...it would be a role model...but probably neglected, because I don't 'belong' to the jew world order cliché, and my work challenges their total hegemony...

or simply go for a walk to do your shopping, carry out your routine exercises...do some cleaning, rearrange your closets and set aside clothing to 'give to charity' ... do something you've been putting off like repairing your bicycle...don't try to 'force' anything...creativity doesn't come that way...it is something many cultures are yet to learn...they think cramming their heads with facts and figures and technical knowledge and skills will produce innovations...it will not...cannot...does not...never did...it just produces suicidal students, workers, and management...who keep doing the same old thing expecting a different outcome ... one definition of insanity...the least likely way to innovate, generate new ideas, processes, products, and services...

Having 'brainiacs' doing cleaning work, simple manual labor, or better still, doing the 'worst' part of other people's usual work, especially 'manual labor', will give them a greater appreciation for all the 'non-financial' benefits of their job, so that they should be less inclined to complain about their own job, and demand more pay, simply because fewer people could do their job (though many more than they will admit to themselves, and many more than the artificial professional organisations artificial 'jumping through hoops / useless academic qualifications, unnecessary 'hoops' and 'rubber stamps' and 'bureaucracy' and 'red tape', all deliberately designed to artificially reduce the number of people 'legally qualified' to do a particular job, and thus artificially reduce the number of 'potential applicants'...a typical sort of 'conspiracy' that Adam Smith warned against, and insisted we needed to 'regulate' and 'prevent' and 'detect' and dismantle...

This works both ways...all types of labor need to have an appropriate respect for the work others do...especially mental Vs manual...trade vs professional...'unskilled' vs highly trained, and everything in between...most manual laborers will find it a relief to return to their manual labors after a 'taste' of stressful, brain intensive, frustrating, etc 'mental' workplaces and conditions...and most doctors would still prefer to be doctors, and find it a relief to be back in their medical practice, after a few days work as a ditch digger or toilet cleaner...they would in fact chose medicine over manual work, even if they

were paid only twice as much as the cleaner, and just a little more than the mine worker, maybe even less than the mine worker...I think you get my point, or will, if you are honest...and actually experience this strategy to increasing social justice and fairness, and 'truth in pricing' of labor and goods and services...

There is nothing 'intrinsic' to the wage differentials we see today...doctors in general practice earning hundreds of thousands, even millions, a year, for basic medical practice work that a robot or computer program could do better, for almost nothing...or maids in hotels working hard and efficiently, but not earning enough from a 40 hour week to simply pay their own bills...let the doctor work as a maid for a few weeks, then see what a relief working in their own profession would be to them...then they might feel it worth investing 5 years in education to avoid having to be a hotel maid...without any need for excessive financial rewards to lure them back to their medical practices...

We tend to overlook the benefits of what we have, and complain about those we feel we are being deprived of, which others appear to be enjoying...we look to the more fortunate as our benchmarks, and thus experience a sense of deprivation and injustice, when in fact billions of people will be doing the very same, with US as their benchmark...and if we simply became aware of the ABSOLUTE and relative good fortune we experience, compared to those BELOW us in this scale, we can suddenly feel fortunate, lucky, and become happy...very David Hume all this...we don't appreciate what we have, and complain about what we don't, while what we have is much more than most others, and what we don't, is mostly illusory, and so rare, that we should never consider using it as a benchmark...of course advertisers, Hollywood etc all make the 'unrealistic' seem like 'everyone enjoys it, so why not me? It's so unfair'...almost NO-ONE lives like the people in the t.v commercials or movies or television shows...so stop watching them, and comparing your life to them...compare your life to all the less fortunate people and animals, and suddenly you will feel grateful, lucky, blessed, fortunate, and suddenly happy...and compassionate, and generous, and start wanting to help others, rather than strive for unrealistic lifestyles etc that really don't exist, and certainly could NEVER be emulated by many people, let alone be used as a role model or benchmark for a large number of people, let alone the 'typical person', let alone everyone.

Motivate self by remembering WHY you are doing something i.e the desired outcome, and how good that will feel...and how good it felt in the past...how good it feels to overcome the sub-goals / objectives / steps / modules...that each is bringing you closer to satisfaction, so that each step becomes satisfying...focus on each little success...the short distance...if you focus on the long term

outcome, and how far away it is, it can seem impossible / too hard / too far away, and you can lose motivation, despair at ever getting there...if you focus on each step, the satisfaction of having made the last step, this success, then the journey will become satisfying, so much so that many people often are disappointed to have finally arrived, the journey being so satisfying... 'to travel with hope is better than to arrive' ...

Every day someone 'dies' from a simple operation because the doctor assumed it was 'a simple operation', and makes some error which they would not have made had they treated each operation as 'difficult' ... consider the mind-set in each case...when you assume something is 'tricky' vs easy and simple...over-confidence can be fatal...lack of prudence / care / concentration / preparation... of thousands of people each year are operated on for the wrong condition, or completely without condition, because doctors failed to ask them their name before operating, or checking their records...simple mistakes, because 'it is too obvious who needs what operation' right? And before complex 'checks' were introduced to aviation, overconfident pilots failed to carry out the simple routine checks, or missed steps, leading to 'accidents' and crashes...assumptions don't just make an ass out of you and me, they can make corpses, or people undergoing surgery on the wrong part of their body, or surgery they never needed. Many die during such surgeries. Many doctors need to be reminded to simply 'wash their hands' before surgery.

Understanding that air is a medium, and birds fly in it like fish swim in water, or we walk on land, helps remove fear of flying and turbulence ... air is something, not nothing...at high speeds it is as 'dense' as water...at very high speeds it is as 'concrete' as air...and 'hitting' it is like hitting a solid...though talk of 'hitting anything' probably best left out of such therapy with a 'flying phobia'.

Explain how airframes and wings are designed to flex, like bird wings, and designed to take in much greater stresses than they are likely ever to experience ... though 911 original missile in that clip (which one is doctored? The one with the small missile, or the one without it?) flew in a way that the stresses would have broken up the 'plane' if it was the plane it was supposed to be / officially defined as A missile can manoeuvre in ways that would totally disintegrate a commercial passenger airliner wings and airframe...

Air turbulence at 30,000 feet is a different thing to air turbulence on the ground, or close to it. Falling a few meters from a window can be very dangerous. Even falling to the ground from your feet. But falling from 30,000 feet, or even 5000 feet, is a totally different experience. One you can 'enjoy'. So we need to adjust our preconceptions / conditioned reflexes / assumptions / definitions of 'falling' when we go from being on the ground, or in a building, or bridge, to being in an

aircraft flying high in the sky. The higher up you are, the safer you are, because you have all that altitude between you and anything 'solid' that might be a threat. You can afford to fall 29.000 feet before you need have any reason for concern...in theory...as planes today are so old that no test ever calculated the cumulative effects of constant repeated 'flexing' of the airframe and wing...they never expected their planes to fly so far, for so long i.e modern cost saving measures of planes being in constant use, for decades...no test ever continued to 'flex' a plane wing, for example, as many times as many commercial passenger airliners have been exposed to / have already endured...etc...

We need to be more flexible and open minded and situation oriented, challenging any fixed definitions, assumptions, beliefs we have based on previous experiences or conditioning / education / training, and become more ZEN in our daily lives, to be open minded. To be flexible. To look and see and feel what is here, now. As if for the first time. Without all the historical baggage. When it is safe to do so. When we have the luxury of being able to step out of our typical, learned, conditioned, habitual, reflex, stimulus response patterns. The bell ringing does NOT always indicate food will soon be presented. Pay attention to the here and now. You hear a bell, but there is no food anywhere, so stop salivating. There are no tiger here, so no need to be on alert at every moment to every noise that MIGHT be a tiger. Some dogs bite, so be cautious, but if a dog appears friendly, and its owner tells you it is harmless / O.K, there is no reason to be scared, just because a dog once bit you, or your parents warned you about the dangers of dogs, or ... etc..

Phobic behavior comes about from the problem of using an old frame of reference inappropriately in a new situation. It is experienced as a negative affect without any appropriate intellectual component: The patient experiences anxiety and fear without knowing why; they have these phobic reactions. The original source of the fear has been forgotten, repressed, suppressed. The person is not responding to the here and now, appropriately i.e proportionate to the real risks present ... they are responding to some previous situation / risks / threats ... they need to open their mind, experience the here and now as it really is, be more objective and rational about the real current existing threats e.g be wary, cautious, some dogs bite, so don't just reach out to any dog you see...people can hurt you, and some are potential risks...but fearing all people isn't practical...you need to adapt to the real and present risks...being cautious, but not so much that you cannot function...we must take some risks...but evaluate them ongoing, not run and hide any time we hear a rustling in the grass...avoiding all possible risks and threats is impossible...we need to be here and now, ZEN aware, calm and alert...not let past experiences limit our enjoyment and productivity in the here and now, where, if we look, with an open mind, free of assumptions and self-limiting beliefs, we can see many opportunities, and very few serious immediate threats...while being alert to anything that might happen here and now, or in the

near future...based on the sensory input coming from the here and now stimuli...and not the past 'movies' and 'internal voices' running in our heads...etc...

Sexual, 'racial', religious, etc prejudices are the same. They are limits you impose on them. YOUR OWN limiting beliefs, Conditioned / learned assumptions / preconceptions / pre-judgements made BEFORE you give the person a chance to prove these invalid ... you need to allow each person to make an individual impression on you, free of any assumptions etc and limiting beliefs etc on your part. THAT is the essence of anti-discrimination training / practices / laws...

We are always growing, and need to adapt and adjust our 'beliefs' about our 'selves' and our world...like as children, our arms and legs etc always growing, we had to adjust, adapt, make allowances, and while doing so we were often clumsy, bumped into things, fell over, getting used to our new physical dimensions...our new skills, our new powers, our new privileges and responsibilities...new situations and conditions...'arrested development' occurs when our minds don't keep up with our bodies, and our current states / situation / conditions e.g ugly duckling 'feels' ugly even after becoming the beautiful swan...its self-image never catching up with its objective physical reality...so it 'feels' ugly, and its subjective reality is that it is ugly (everyone always said or implied this growing up)...so it behaves as if it is ugly, doesn't take care of its appearance, wears any old clothes, has no confidence, slouches, is shy, and so soon it 'manifests' this self-belief, and appears quite slovenly, and people then treat them as if they are ugly...or are confused by them...in any case, the persons own limiting beliefs limit their enjoyment of life...etc...

Awkwardness should be applauded as a sign of growth and new learning.

E: The only things that I say to you that cling are those that touch upon your experience in some way. So Erickson uses a shot-gun hit and miss approach, never knowing in advance which things to say, which examples to give, and relying that some of the 'shot' will hit its mark...never assuming he can predict...he tells stories, different stories, anecdotes, interesting facts, ... letting the person's unconscious pick up on the appropriate metaphors, similes, analogies, and work with them, hear them, respond to them creatively...you need a 'touch-stone' to reach people...something THEY find relevant...and a resource / lesson / piece of information their sub-conscious can work with / be stimulated by / triggered by, to do its creative work...your story / example / illustration etc must 'resonate' with their own experience, to be able to 'manifest' the changes required ... like hitting an E tuning pitch fork, to get the E string of a guitar or piano to emphatically resonate with it...'Black noise' was developed, according to David Bowie, to do the same with objects...first finding an objects resonant

frequency, matching it, as in 'mirror and lead' 'pace and lead', and then changing YOUR frequency, so that IT changes its frequency in empathy, to one at which it cannot maintain its current physical integrity, at which point it literally disintegrates...like the opera singer making crystal glasswear explode, simply by hitting the right note, then varying that note high enough to 'lead' the glass to vibrate at frequencies higher than it is capable of maintaining, without dis-integrating / blowing up.

Uncovering Techniques: Dissociating Intellect and Emotions to Uncover Traumatic Memories

E: In this matter of uncovering techniques I think one of the most important things is to recognize that if your patient has something covered up, she's got it covered up for a very good reason, and you'd better respect that fact. You ask the patients to respect the fact that you personally do not think it needs to be covered up but that you are going to abide by their needs, their actual needs. Now you've told them you will abide by their needs, but they don't hear you qualify it to their actual needs.

R: This is an example of indirect suggestion through two-level communication. The first portion of your statement about abiding by their needs is readily accepted by a patient's conscious mind and tends to open a yes or acceptance set for the qualification that follows regarding their actual needs, which may be very different from what they think they are. The unconscious does pick up this qualification (which may be subtly emphasized with a slight vocal intonation or gesture), however, and uses it to initiate an inner process of search for actual needs. This search on an unconscious level may finally result in new insights that will depotentiate the patient's previously limited frames of reference and thus facilitate therapy

E: Yes. You actually have two issues here: Does it need to be covered up? Can it be uncovered? You then point out to a patient that there are various ways of remembering things. Undoubtedly, when we cover up a memory, we usually cover up a lot more than the memory itself. That is, trauma of a shaved head might be covered up as an uncomfortable memory, but along with that would be covered up the room in which it was done, perhaps the address of that particular place, and other things that happened that year. Does the year need to be covered up? All the other things that happened that year? You thus emphasize that the patient undoubtedly covered up many things that didn't need to be covered up. So why not uncover every one of those things that are not safe to uncover and be sure to keep covered up the things that are not safe to uncover? You then define the situation as one from which the patient can withdraw at any time. You point out, suppose you did accidentally uncover something you didn't want uncovered.

How long do you think it would take you to cover it up again? That is the little bit of assurance that you always give your patient.

You then point out to a patient that it is perfectly possible to remember the intellectual facts of something but not the emotional content, and vice versa. You point out that once, when you felt downhearted and blue, you couldn't for the life of you figure out why, but there must have been a reason in the back of your mind. You experienced the emotions but you didn't have intellectual content. In recovering a traumatic memory you can uncover deep emotions and not intellectual content. If you want to, you can remember the actual intellectual content; you need not remember whether you felt sad, mad, or glad. It will be just a memory, as if it happened to somebody else.

In everyday life we frequently notice people with an attitude of indifference. They may have an intellectual appreciation of their position but an emotional indifference. Well, I think that in hypnotherapy we need to recognize the tremendous importance of indifference, detachment, and the possibility of extracting only one fragment here and another fragment there. It was sufficient that Bob recover something and then develop an amnesia, because when he developed an amnesia for any part of it, that was at my request. That was not his own spontaneous involuntary amnesia under pressure. This was something where he was being responsive to suggestion, and therefore the amnesic behavior was under his control. It was just as effective as a repression, but it allowed that traumatic material to be available for examination - and available in varying degrees, in small portions in relation to emotional healing and the ideational content.

Is it necessary to develop a deep trance state for this particular type of thing?

E: It was with Bob, but it's not necessary if you get that state of indifference and ask the person to think of himself more or less as being in the next room undergoing a certain experience. Of course you can't see it, you can't hear it, but think of yourself as undergoing a certain experience - the experience of recovering a lost traumatic memory, and as you sit here you are not really in a deep trance, you're not really in a medium trance, you are in a light trance. You don't feel like moving, you don't really feel like doing anything, but your mind seems to be rather far away and you are thinking about yourself in the other room - remembering something, and I wonder what part of that memory you're remembering? There you are getting associations, and the patient can start remembering.

R: Your request that the patient simply imagine himself in another room recovering a lost memory is itself an indirect approach to hypnotic induction. You (1) fixate attention with that request, and if the patient takes you seriously, you certainly have temporarily (2)depotentiated his habitual conscious

framework. The patient is thereby engaged in a (3) search on the unconscious level, since the conscious mind certainly doesn't know how to do it. The trance induction is further emphasized with your suggestions, You don't feel like moving, you don't really feel like doing anything, but your mind seems to be rather far away. You are utilizing indirect suggestions in the form of not doing, and a dissociation between the personality sitting with you and the mind thinking about yourself in the other room. The patient's own associations and (4) unconscious processes then take over and mediate the (5) hypnotic response of recovering the lost memory.

Hypnotherapy in Extreme, Sudden, Acute Emotional Disturbances

Much has been said and written about the need for intensive searching into the remote past of patients to discover the psychodynamics underlying personality and behavioral disturbances. The adaptability of hypnosis in meeting critical situations, the ease with which it can be used without altering natural physiological and psychological processes (as contrasted with pharmacological assaults and electric shock), suggest the desirability of its more frequent and ready use in sudden emergency situations. A psychological approach should certainly be regarded as a method of first choice, to be attempted before resorting to drastic assaults upon the patient's body.

A cataleptic woman was brought in, both eyes equally dilated and unresponsive to having a bright light shined directly into them. Securing a small blinking light (a child's toy), the senior author placed it at the opposite side of the office so that it would be within her field of vision. Seating himself beside her, he softly repeated a long series of brief, gentle suggestions, synchronizing them with the blinking of the light. (Past experience in research had taught the senior author that conditioned responses can be effectively established even when the subject is not consciously aware of the stimuli.) These suggestions were, Off in the distance, see a light. Now it comes, now it goes. Off in the distance, see a little light. Now it comes, now it goes. With monotonous regularity these suggestions were repeated for about twenty minutes. A slight quivering of her eyelids led to a change in the suggestions to the tripartite suggestion of as it comes - and goes - try harder to see, synchronizing the first and third part to the appearance of the light.

After about five minutes of this triple suggestion, her eyelids began quivering and her pupils started to contract. Further synchronized suggestions were given slightly more urgently: As the light comes, your lids will close; as it goes, they will close more. As it comes, your lids will close; as it goes, they will close more. Within two minutes the suggestions were changed to, As the light comes, so tired; as it comes, so sleepy; as it comes, eyes close, so tired; as it comes, eyes close, so tired; as it comes, soon asleep; as it comes, soon sound asleep; and

sound asleep and sounder asleep, and sound asleep and now sound asleep, There followed, since she responded well, Staying asleep, resting comfortably, repeated a number of times. She was then instructed to rest comfortably, to sleep deeply, to relax so comfortably and completely, to feel so good, so much at rest, so ready to tell the senior author anything he wished to know about, but too tired to be worried, too sleepy to be scared, just softly to tell the senior author whatever he asked, and doing so, just understand everything.

Within forty-five minutes this patient related an informative account of her early youth, when she had seen a neighbor's wife develop an apparently causeless screaming episode that had terminated suddenly in a mute, catatonic, schizophrenic stupor with resulting commitment to a state hospital. She related this as a past unhappy memory that she had forgotten years ago. When she was asked to continue, she showed mild emotional distress and somewhat hesitantly related the circumstances of a quarrel with her husband about a vacation trip. This had caused increasing anger on her part. The trip, as she wished it, would have taken her to her childhood home, but her husband wished to go elsewhere. Realizing that he would have his way, she screamed in futile rage, and then the memory of that neighbor's wife screaming came to her mind. She wondered if I could stop screaming, and that scared me terribly and I kept screaming. Then someone - my husband, I guess - slapped me, and that paralyzed me. I just couldn't see and I couldn't hear. I was just looking helplessly at nothingness, getting more scared all the time. Just thinking about it makes my skin crawl. It won't happen again, will it? She was reassured and asked to continue.

Well, nothing happened forever and ever it seemed, and then I thought I saw a little bright light and I began hearing a voice. At first I couldn't tell what the voice said, but it seemed that I began listening better, and soon I could hear better, and pretty soon I heard you talking to me. I know I didn't know you, but I was tired and sleepy, and some way I knew you would take care of me. You will, won't you?

Again she was reassured and she was asked what next she wanted. Tell my husband. She was asked if she did not think she ought to remember the entire episode when she awakened. Her reply was the inquiry, Will I get scared again? She was answered with, Not unless you want to be. I don't, was her earnest assertion. Accordingly, she was aroused and, with no further instruction, consciously retold the whole story with embarrassment and some slight distress about the extremes of her behavior. She was then asked if it would not be well for her to relate the entire story to her husband. Her reply was, Oh yes, or he will worry about me. She also agreed that her husband's partner could be present when she learned that he had participated in the situation.

Her husband asked, Were you thinking about that neighbor when you insisted on the vacation trip, including going to your old home? Oh, no! I haven't thought of her for years. It's just that I got a letter from Ann [a girlhood friend], that girl I used to know

that you didn't like, and I wanted to go back and see her. Further conversation and discussions were not significantly informative. Suffice it to state that the vacation trip did include her desired visit and that her adjustments have improved during the years that have elapsed. Her husband's comment on the correction of his wife's problem was, Well, I suppose it helps people to get things out of their system, but I'm not sure I would recommend starting it that way.

The entire therapeutic process for this patient required not over two hours, and the passage of about a half dozen years indicates that it was adequate.

Hypnosis also offers the opportunity of dealing with the patient at two levels of awareness, so that the patient can safely approach a complete understanding of a traumatic experience that was previously repressed as intolerably painful - that is, at an unconscious level of mentation and then at a level of conscious awareness.

It is impossible to hold a stop watch to time oneself and to avoid thinking about an elephant for one whole minute.

You find an interest area of the person. An area where there are strong programs built into the person, and you just focus on that to induce trance.

E: That's all!

R: But why do your subjects become so absorbed in their interest areas that trance behavior is evident? We all talk about what's intensely interesting to us in normal conversations every day without falling into trance.

E: Because I stick to that one thing!

R: The conversation does not jump to something else. You focus on one thing, you intensify that absorption, and that's what trance is.

E: I don't let the conversation jump to anything else. Yes, trance is a focusing on one thing. Watkins has written a paper describing a trance as dropping all the peripheral foci and narrowing it down to one focus. I agree with that.

When you are surprised, I would speculate that a creative moment is taking place wherein new protein structures are being synthesized in the brain that then serve

as the organic substrate of new phenomenological experience. The experience of surprise is the reaction of consciousness, the old frame of reference or set that has been governing consciousness, reacting with a startle to the new that has just been synthesized and now appears on a phenomenological level for the first time. The surprise implies that the old frame of reference must now be expanded or changed to accommodate the new (Rossi, 1972, a, b c; 1973a b).

Yes, every time you surprise a small child, you widen its range of responses.

R: Every time adults do a double-take, you widen their range of responses. So we are always trying to facilitate surprise as creative moments in therapy.

By telling a child to keep a secret, for example, you are telling that child to put certain defenses under conscious ego control, to develop creative tact, etc.

Therapy is like taking the gems from underneath the surface and throwing them up to consciousness. The gems would be the valid insights.

E: And the stones would be the not-so-good things. In successful living you can always afford to throw away a lot of gems because there are always a lot more available to you. Those gemlike friendships of childhood can be given up because there are other things for the adult. Now the beating a playmate gave you - that is a stone you toss aside.

While she was going through this symbolic experience, a process of healing was taking place. She tells you about this symbolic experience, but her conscious mind still does not know that a healing has taken place.

When she has a hypnotic experience utilizing that language in a positive and constructive fantasy that leaves her feeling good, then an increment of healing or growth has taken place. Whenever something good happens in a fantasy, on whatever symbolic level, then healing has taken place.

The Freudian tends to translate everything into terms understandable by the reality-oriented, ego consciousness of the left hemisphere, while the artists' natural proclivities incline them to the symbolic approaches of the right hemisphere.

To an infant a hand lifting is only a hand that is lifting. There is no arm involved. It takes some time to connect the hand to the forearm, the upper arm, the shoulder, the self. And to discover that the hipbone is connected to the kneebone and so on. Some time to discover it. Adults seldom realize the learning process that is involved.

If you have a target area, X, you want a patient to talk about, you first talk of the associated topics A, B, C, D, etc. that all converge upon X. Gradually the area X is stimulated to the point where it is expressed by the patient. You're beginning this session by giving her associative process many possibilities of response by talking about many thing.

E describes how an infant can repeatedly reach for its own hand and each time not understand what is happening as the hand moves. The adult watching the infant is puzzled that the infant is making this continuous reaching movement.]

Now I have talked, trying to give you a general background from which you can start your own self-exploration.

[E gives many clinical examples of the source of psychopathology in the inhibition of self-exploration due to parental and societal structures.]

[E describes how once when he demonstrated hand levitation, all the observers thought the subject failed until he proved that the subject hallucinated his hand levitating.]

That hallucination was just as effective as a real hand movement because it was the inner experience that was important. You can at any time you wish make use of the engrams. I think you know that word. Imprints for various learnings and experiences. But you don't need muscles and bone and flesh.

And you can see colors with your eyes closed.

[Pause]

And you can feel heat and cold while your body remains comfortable.

[E gives further examples of hallucinated feelings and sensations under hypnosis. At one point he has J open her eyes and, finding that she knows nothing about a tapestry hanging on his office wall, E proceeds to give her a little lecture about the pre-Columbian origin of its symbols, etc.]

You first tell stories and give many interesting examples of what you later more directly suggest the patient can now do. Your initial patterns of indirect associative and ideodynamic focusing initiate many autonomous search processes within the patient, so that when the more direct suggestion comes, the unconscious is ready in terms of its own mechanisms and the conscious mind is eager to receive whatever it can.

I know that I can remember what happened at three weeks old. If I can so can others.

You know there is something synthesized, to use your favorite word, because when patients find something new, never again can they function in the old incomplete way. Their world is permanently changed.

R: The most self-evident criterion for genuine creativity or psychosynthesis is that the patient's world view, attitudes, and behavior do change. Anything less than this simply means the patient is only paying lip service to the therapist for whatever insights are purportedly developed.

When do patients have a good time? When something has been cured!

R: So having a good time, positive affect in a patient under these circumstances, means something is being healed.

E: That something desirable is occurring no matter how unpleasant it may be.

R: So positive affect is another important criterion of satisfactory work.

At least three basic types of the therapeutically useful trance : (1) The self-absorption type like this, where the patients are so absorbed in self-exploration that they are seemingly oblivious to the therapist; (2) the more popular conception of trance, when the patients are very much in rapport with therapists and responding to suggestions and (3) somnambulism, where the patients' eyes may be open and they may talk and act as if awake, yet respond hypnotically to the therapist's suggestions. In practice you have all kinds of admixtures between them.

During the first few moments after awakening one is still in a light trance state.

Are you willing to learn something totally new? Without much effort?

Notice my pauses in this section. To ask someone to learn something new is a threat, so I pause and then I slowly say without much effort to make it less threatening.

In the first part of this session you let her indulge in the self-absorption type trance. Now your remarks are beginning to convert her over to the type of trance where she is in close rapport with you so she can experience new hypnotic learnings by following your directions closely and exactly.

You introduce the possibility of automatic writing by first establishing a childhood or early learning set. Just as she first learned to write as a child, you hope a more childlike set will help her automatic writing. But she seized too eagerly onto the child role, so you had to correct it. Actually she was responding too literally to your earlier statement that you were going to treat her as a child.

E: Yes. She is responding as a child out of desire. I had to get her away from that because children can be pretty irresponsible.

R: The awkwardness she experienced in holding the pencil is a revealing cue about her state of age regression. You then give your first direct suggestion regarding automatic handwriting: She can write without knowing what she is writing. This not knowing, of course, facilitates further dissociation from her V adult consciousness

Indirect Ideodynamic Focusing to Facilitate Automatic Writing

A patient who felt troubled about something requested that she be allowed to write a question and then an answer. Erickson distracted her with conversation as she spontaneously wrote her question and answer on different parts of a sheet of paper. He folded up the paper and put it in her purse. Three months later she reported that she found the answer to her question and requested permission to look at the paper that was still folded. She now unfolded the paper and saw she had actually written two questions. The first was, Will I marry Bill? The answer was, No. The second question was, Am I in love with Howard? The answer was, Yes. She was now actually engaged to Howard. Thus the automatic writing three months earlier had reflected her major conflict at the time and indicated feelings about Bill and Howard that would later become manifest in breaking up with the former and getting engaged to the latter.

E: Now all of us have such questions. That patient knew from my behavior that I would not read the question she wrote or the answer she wrote. Let your hand wander as it takes hold of that pencil.

[Pause. J picks up the pencil.]

Now suppose you talk to me about something other than what your hand will write.

R: This is very typical of your approach when a subject seems to need help in trance. When a new hypnotic learning is still in the process of being formulated or expressed for the first time, you begin quietly and casually to give many examples of the desired hypnotic behavior. This seems to motivate subjects and give them unconscious clues as to how to proceed. It also gives time to make the necessary inner connections that will make the behavior possible; time for the subjects to realize that you really mean it, and you are willing to wait for them. It's the basic process of indirect ideodynamic focusing again. Your mentioning Now all of us have such questions tends to facilitate unconscious processes of search within her for some meaningful material to express itself in the writing. You attempt another dissociative approach by asking her to talk to you about something other than what she is writing.

The fact that the pencil is held differently is a sign of the genuineness of the phenomenon of automatic writing

Notice her language when referring to her own hand: it feels as if it is going to write . . . It is no longer herself.

R: Her dissociation is leading to a depersonalization of the dissociated body part and its activity.

E: She has to actually see the pencil to know it's being held. This again is evidence for a separation of conscious and unconscious.

E: Notice how I accept and reinforce the depersonalization by using it and contrasting it with the part of her that I address as you. She can see what she is writing, but this in itself implies she will not know what she is writing. You can see without knowing. I can just see those books, for example. Her questions and the strange feeling are all characteristic of the dissociative process.

Her remark, I think I must have, but I don't feel I did, indicates a clear dissociation between thinking and feeling. It's interesting to note that her ego consciousness associated with the thinking of her left hemisphere is retained as a part of her identity, while feeling that may be more associated with right-hemispheric experience is dissociated off.

E: All these questions and attempts at logic and rationalizing are highly characteristic of a genuine dissociative state.

R: It is as if her left hemisphere with its logic is trying to rationalize an act that may be outside its range of experience, just as patients with right-hemisphere lesions and deficits use their intact left-hemispheric logic to rationalize their behavior without ever recognizing its incongruities (Luria, 1973).

Her hand begins to write several sentences as she looks at Erickson's face. As usual with automatic writing, the hand picks up speed till it's writing at a furious speed, seemingly much faster than normal. When she has finished, she shuffles the papers without any apparent awareness on her part so a blank sheet is again on top.

Automatic writing is characterized by misspellings. She writes her words with unusual clarity for automatic writing. Usually there is more economy of effort. A yes answer can be condensed into a vertical line and a no into a horizontal line. So a vertical line is actually an abstraction of yes and a horizontal line is an abstraction of no. And an I don't know can be a horizontal with varying degrees of angle to mean it is more like yes (toward the vertical) or more like no (toward the horizontal). A yes line written on the opposite side of the paper could mean a

no. A yes line on top of the paper is yes, but if it is written on the bottom of the paper, that could signify the reverse, a no.

The sun is not too hot to splash in. I love the sun and I am at one with the sun's center. We are the same and I leave the fire whole again, not burnt. And love is like the sun.

Age Regression via Visual Hallucination of Many Self-images Indirect Associative Focusing to Facilitate Certain, Direction in Trance Induction

After hearing an interesting case history for a half an hour about the adoption history of two little girls, their struggle for acceptance, and the many lives they lived in different homes, Jill becomes fixated in her attention and her eyes blink as if she were going into trance. Her eyes finally close. A few minutes later her hand begins to levitate and float about spontaneously. She is evidently in close rapport because she smiles and sobs at appropriate places.

E: And J in your lifetime you really have been many different little girls. And one of the things you can do, Jill, you can do it with your eyes open, you can do it with your eyes closed. Line up a whole line of girls. Have each of them in some significantly meaningful state.

R: You are again using indirect associative focusing when you tell this interesting case about little girls to begin the process of activating her own personal associations and memories of her own childhood. She is entirely absorbed in your story; her attention is focused and fixated so she naturally begins to manifest the initial signs of trance.

Here you make a smooth transition from your case history to your first overt directive to facilitate J's current trance experience.

E: Yes, and if she has any doubt within her about being able to see these little girls, you depotentiate it by giving her the choice of having her eyes open or closed. I then use the words significantly meaningful to help her reach personally meaningful material.

Jill, you can be an objective intelligence off to one side, delighted to look at those little girls, that long line of little girls. And you can describe them as freely as you wish.

R: Here you give her consciousness the task of being an objective observer. Perhaps this is the best place for consciousness in this initial, uncovering stage of therapy. You allow the unconscious to do the uncovering via a series of images of girls that consciousness can simply receive. Consciousness is thus placed in a receptive mode (the ideal mode for trance), where it is not likely to direct or

interfere with images emerging automatically from the unconscious. The phrase freely as you wish then gives a positive and reinforcing orientation to your permissive suggestion to describe her experience.

Catharsis Balanced with Positive Affect and the Objective Observer: Implication

E: You can be pleased, amused. You can empathize with the little girls, but you will be a detached intelligence.

R: Telling her she can be pleased and amused facilitates the experience with a positive affect. Allowing her to empathize permits emotional flow and a possible catharsis while still protecting her with the objective observer. E: Pleased and amused evoke different aspects of the spectrum of her inner life. You can be amused by a bad girl and pleased with a good girl. So she has a tremendous amount of freedom to explore all these possibilities in her past - and all this by implication.

Now being that detached intelligence you need not know that you are Jill. You are something separate. But a knowing something. You need not know that those little girls are a succession of Jills. And I would like to have you enjoy that experience tremendously. Covering Many Possibilities of Response to Depotentiate Doubts

E: You see those girls as if they were tangible hallucinations or you can see them in your mind's eye or you can see them not knowing that they are mental images. You see them and think that they are flesh and blood.

R: You now cover a number of possible ways she can see the images: as hallucinations, as images in the mind's eye, or a total belief in their reality out there as flesh and blood.

E: Yes, you also depotentiate her doubts by giving her many possible modes of response. Not Knowing to Depotentiate Left-Hemispheric Functioning?

E: And you need not know that each is related to the other. But I would like to have you perform this task very completely, and you can do it while in a trance state or you can be fully awake and recall the experience as an extremely vivid dream that you can relate to me and to Dr. Rossi. And you can feel free to discuss that little girl or that slightly bigger girl or that much bigger girl. That is something that you can do in a manner far better than you know. In a manner that will be a pleasure for you to learn that you can do it so well. Now let your hands come to rest on your thighs and just rest comfortably.

R: I wonder if not needing to know the images are related together is a way of dismissing or depotentiating left-hemispheric functioning?

E: That could well be. As I read this transcript I'm amazed how long experience has taught me to cover many possibilities of reponse whenever I'm exploring a patient's inner life.

R: Yes, you enumerate many possibilities of response, from constructing the images while in trance to recalling them later as a dream. Voice Locus as a Cue for Visual Hallucinations

E: And feel very, very comfortable, and whenever you want to start, you line those girls up [At this point the senior author shifts his body 45 degrees away from J so he is now oriented to an imaginary wall in that direction] against that nice white wall. [J opens her eyes and blinks with a blank look] And you are looking, is there enough wall there for you to see all of them? [J looks up in the new direction Erickson has oriented himself to. She now stares with dilated pupils with her eye focus shifting about. She is apparently hallucinating with her eyes open.]

J: It isn't just a wall.

R: This is an interesting use of voice locus and body reorientation as a cue for the direction where she may experience a visual hallucination. Dangling Phrases to Facilitate Self-Expression

E: I know. I can say it's a wall, but you can say it's a -

J: Porch, it's a gate. But it is white and some of the paint is splintering. There is a little girl standing behind it, but it is like a gate porch fence kind of. And there is a big tree with gray bark that crumbles off when you put your fingernail on it, and she is doing it. She is watching it fall down and the sun feels very warm. She is wearing a dress that is patched from old sheets, or new sheets. It has patches on it. She likes the design of the patches better than her dress because it feels fuzzy under her finger and it has a red flower on it. And she is thinking, she is thinking the tree is her backyard tree. It is a Sunday and her father is coming with ice cream, but she knows it really isn't true.

E: But it is nice to think so.

J: She has a little calico cotton dog, a red background with little white flowers and its nose part is orange. It is like a patch dog made of more patches. She loves it. And she feels that now she is feeling it and she is hugging it.

R: You use an incomplete dangling phrase here for her to finish.

E: Yes, dangling phrases give her an opportunity to express herself.

R: You always let the patient fill in the blanks whenever possible. In this way the therapist is always seeking out the patient's frames of reference and association rather than intruding his ideas on the patient.

E: Yes, therapy should always be designed to fit the patient and not the patient fit the therapy. Her vivid description of how as a child she crumbles the gray bark when you put your fingernail on it is one of those ingeniously personal details that tends to ratify trance.

Body, Head, and Eye Orientation as Cues to Visual Hallucinations

J: And she is watching someone walk up the dirt way. It is not paved. It's got stones, and he kicked one stone and she liked it. And because he kicked the stone she liked him. And she is waving to him now. And she knows that she wants to push the fence, but she is going to have to walk around, more than push it right there, to where there is an opening. And she is going up to him. She wants to hug him.

R: As she spoke these words her body, head, and wide-open eyes oriented in the direction where she was apparently hallucinating someone kicking stones. As she talks about the fence, she looks up as if it's taller than herself. Evoking a Complex

J: She feels she doesn't have a father. She would like the man to be her father. I can feel that she does.

What I called a two-state dissociative regression (Erickson, 1965a). You can see things better in such a dissociative state. Dissociation helps you realize different experiential states. If these different experiential states do not know each other, the observation of them can be all the more objective.

R: The objective observer and such two-state dissociative regressions could thus be means of facilitating the left hemisphere's objective perception of the many dimensions of the total personality. Since Jill falls so easily into right-hemispheric experience, her psychological problems may stem from a relative weakness of her left-hemispheric functioning; her ego identity and stability may be too fluid. The objective perception you are facilitating here may be a means of strengthening her left-hemispheric functioning.

E: I want to make clear to your intelligence that you will become those little girls and that they really are all the same little girl at different times. But you can see any other girl that you wish.

J: There is a little little girl, she looks like someone I know. She is going up to these high school girls. She is very little. She is only about two or three, wearing

a diaper. She lives right near the high school and there are lots of steps because she lives above a store, but she goes, she likes to go out the door and walk down these steps. Sometimes she has to crawl down, and she likes to go over and see what is going on. She has chubby little legs and one curl across the top of her head. She is pulling a little dog. Not a real dog. And she smiles at this big high school girl, really pretty girl who is with her boyfriend. And they seem to be talking about dancing or something like that. She knows what dancing is, though she is little.

R: The objective intelligence can recognize that all the images are of the same person even though each image (or ego state related to a specific age) remains dissociated from all others.

E: The objective observer that sees and describes current realities can also alter and change earlier childhood realities.

R: This is really amazing! The mind is a self-improving system that can change past distortions and traumatic experiences from the more adult point view. I have described a class of healing dreams wherein this appears to be one of the constructive functions of dream experience. (Rossi 1972a).

MHR THIS IS KEY, ... THE FEBRUARY MAN IDEA...OF RELIVING / REWRITING YOUR PERSONAL HISTORY TO INCLUDE ALL THE RESOURCES / EXPERIENCES YOU IDEALLY WOULD HAVE HAD, IN A PERFECT WORLD ETC...

Facilitating the Objective Observer: Language Cues of Interacting Age Levels

E: Find all those girls named Jill and look at little Jill and little bigger Jill and a little bit bigger Jill and a bigger Jill. Because they really don't know each other. Of course there will be other boys and other girls. But little Jill ...

[Pause]

And each little Jill has her own tune, and each of them, they won't really see each other. They won't even know that they are all there. Your intelligence can see them and understand them.

[Pause]

J: There is another girl. She is just four. No, she is not even four, she is almost four. She loves the boulevard because there is so much going on. The girl that takes care of her is looking all over for her. She is delighted to get down those stairs and down the street, and there is a big movie show. She is walking by it. Then there is another boy. She turns the corner and there is a huge park, it looks

so big with grass in the middle, and this lady that everyone calls Crazy Mama is picking up papers. She has a white scarf on a huge behind and a big big arm and a white apron and a brown blouse. And she has a stick that she picks up papers with. This little girl is watching her, fascinated, because they say she ate her father and put him in a pot and cooked him. Could it be true? Then there is another girl who lives in that building, but she is older. She is five and a half. And she is very sad because she is moving away and she doesn't know where except that it is far, it is very far.

[J now gives a long and detailed account of moving from one part of the country to another and her perception of a few more age levels. Throughout this period her eyes are alternately opened and closed. When they are open, she is apparently hallucinating visually as she looks about describing the scene as she sees it. She concludes with the following.]

J: She is about ten and she is in the fourth grade and she knows all her work so well that they are skipping her into the next grade. She is very proud. She doesn't have pretty dresses like the other ones. The shoes have patches on them, but she doesn't mind it. She likes the designs on the patch. It doesn't matter. But she is doing very well. She has two spelling books because she is doing the next grade work and her work, and they are skipping her. She is proud when she gets up and knows all the right answers. And they are moving again. [Pause]

R: You're again suggesting that each girl will not recognize the others even though the objective intelligence can relate them as one. Why?

E: There can be a freer recognition and recovery of many self-images if they do not have to recognize each other. The adult does not like to recall the experience of wet diapers of the infant or the running nose of the child.

R: So the objective observer that relates them is detached even from her adult self.

E: In this section we also witness the shifting levels of her vocabulary and perceptions. Words like boulevard, delighted, huge, and fascinated belong to the adult. Yet they are used to describe childhood images in a childlike way, as when she speaks of Crazy Mama's huge behind and her question could it be true? that she put her father in a pot and ate him. The detached, objective observer can recover childhood perceptions with an adult's understanding. This is a valid characteristic of trance. The detached observer is a center pole and fixed reality about which the patient can explore many childhood experiences in adult words. Memory is not all of one piece; it's always fragments of adult and child interacting. Posthypnotic Suggestion for Time Distortion Yielding Long Rest and Recovery

E: Would you like to rest?

J: I am very tired.

E: All right.

Just close your eyes and rest.

Very comfortably.

Rest. And have a long rest. A rest that seems hours long. Hours long with hours of comfort.

[Pause]

And as the comfort builds up in your body that supports that intelligence, and looks at that larger number of little girls each named Jill, but a different Jill each time, feeling different, doing different, thinking different, and really different, yet always Jill. And soon this intelligence will renew its curious, fascinating looking at that long line of girls all Jill. None of which can see the other, all of which have only faint memories, partial memories of smaller Jills, and only partial ideas of what the bigger Jill is like that this intelligence can look in curiosity and interest and enjoy describing each one of those Jills. A feeling so rested now, as if you had eight hours of sound and restful sleep.

[Long pause]

It is going to be a pleasure to open your eyes and start talking about those girls.

E: I use time distortion here to allow her to adjust to the awake state, yet allowing her to retain all the memories of the different Jill states.

R: You are giving her a posthypnotic suggestion for hours of time distortion. We will see after she awakens just how effective the suggestion has been. Confusion of Trance and Dream

J: I felt like I fell asleep. But up here, I think I know different. Is there a Kleenex? Thank you.

[She yawns deeply]

I felt like I fell asleep and had some dreams. Did I really fall asleep? Did I? I don't think - I feel like I fell asleep, really fell asleep. I was dreaming about when I was much younger.

E: It was a nice restful sleep.

J: I know. That was not polite. I didn't come here to fall asleep in a chair. My body feels like it was sleeping. I was dreaming about -

R: She begins by describing a dissociation between feeling and thinking in her evaluation of her trance. She then confuses the trance with dream experience. Trance Reinduction via Suggestion of Dream: Language Cues to Visual Hallucinations

E: But the dream is continuing.

[J closes her eyes momentarily and appears to lapse back into trance. She then opens her eyes and continues.]

J: I was dreaming about when I was much younger. It seems so vivid. It almost seems like I can see myself standing over there.

E: Sitting there and growing.

J: When I was a little girl. Of course exactly this one plaid dress that I wore I can see myself right over there. I wore it until no one could wear it. I really can see myself standing over there and going home. We lived on a street called X Avenue. The best part of the place was my father had put like a gate with a fence and a trellis with flowers all over it. I loved that. The house was OK, but it was small. But that part when you walked into the house through the trellis, you felt like you were entering somewhere.

E: And you can see yourself.

J: That's the strange thing. I can see myself right over there. Standing doing that. I can almost reach over there and touch that trellis.

R: You reinduce trance by simply suggesting the dream continue.

E: Yes, we witness the rapid transition from the more awake state, when she uses the past tense to say I was dreaming, to the trance state, when she next uses the present tense, It seems so vivid.

R: The rapid development of visual hallucinations with her eyes open is also indicated by her linguistic transition from It almost seems like I can see myself standing over there to I can see myself right over there. to I really can see myself standing over there ... She then admits her perplexity when she says it's a strange thing that she can see herself over there and almost reach over and touch the trellis she obviously is hallucinating.

The February Man

Sensitive therapists have long recognized their role as surrogate parents who do, in fact, help their patients experience life patterns and relationships that have been missed. I.E GIVE A CLIENT A POSITIVE CHILDHOOD EXPERIENCE I.E THE NURTURING, LOVE, SUPPORT, ACCEPTANCE, APPROVAL, ETC THEY NEVER GOT...SO THEY CAN ESCAPE ANY 'ARRESTED DEVELOPMENT' AND AVOID TREATING THEIR OWN CHILDREN ETC AS THEIR PARENTS MIS/TREATED / NEGLECTED THEM...

She had been a most unwanted child. Her mother never had any time for her... Essentially she and her mother had remained strangers...Because of this history she now wondered what kind of mother she would be. Her psychological reading had convinced her that her rejection by her mother and her emotional starvation as a child would in some way adversely affect the handling of her own baby. She wanted to know if, through hypnosis, her unconscious could be explored and either her anxieties relieved or she could be made aware of her deficiencies and thus make corrections... it would be necessary for her to relate at length all her anxieties, fears, and forebodings. In so doing she was to give as comprehensive a picture of their nature, variety, and development as possible. It was explained that the primary purpose of this report was to make certain that the senior author appreciated as fully as possible her feelings and thoughts before any attempts were made to ascertain causes and remedies. From this additional material, of course, he privately hoped to learn more details of her life history that he could use to facilitate the hypnotherapeutic work.

The patient was exceedingly fearful, anxious, and tearful. She expressed disconnected fears of hurting, neglecting, and resenting her child. She feared feeling tied down by it, of being overly anxious, of giving overcompensatory attention to it, of making it a hideous burden in her life instead of a pleasure, of losing her husband's love, of never loving the child, and so on.

She elaborated upon these ideas poorly but in relationship to every possible stage of the child's eventual development.

She wept throughout the interview, and while intellectually she regarded her fears as groundless, she declared that their strong obsessional character was causing insomnia, anorexia, and severe depressive reactions that terrified her.

If she tried to read or to listen to the radio, the printed page or the program would be obscured by vivid, compelling memories of her own childhood unhappiness. She recognized that all her fears were abnormally exaggerated, but she felt helpless to do anything about them.

Except for innumerable anxieties little actual history was obtained

At the next interview she was assured that an elaborate program had been worked out and that the results would undoubtedly be most satisfying to her. What the plan was could not be disclosed to her yet, but through hypnosis her unconscious would acquire adequate understanding. All that she needed to know consciously was that hypnosis would be employed and that the task could be begun immediately if she wished. She acquiesced eagerly. In this session approximately five hours were spent training her adequately as a hypnotic subject. Particular emphasis was placed upon age regression. Her intelligence and excellence as a subject made possible the elaborate training considered necessary for the planned procedure.

During the training slowly and cautiously she was regressed in time repeatedly to some safe past situation into which, in some fashion, the writer could enter directly or indirectly, without distorting the regression situation. Thus the first regression was to the first interview with her. In having her relive that interview, it became easily possible to introduce a new element not actually belonging to the situation but that could easily fit into it. In accord with her revivification of that interview the writer merely remarked, Do you mind if I interrupt and introduce a thought that just came to my mind? It just occurred to me that you could easily be a good hypnotic subject, and

I wonder if you would mind closing your eyes and sleeping hypnotically for a few moments, and then arousing and continuing from where I interrupted? Thus an interpolated trance was introduced into that reliving of the first interview, in which no hypnosis had occurred.

MHR TRANCE WITHIN TRANCE 'INTERPOLATED' I.E LIKE ALL 'RELIGIOUS' TEXTS ... PRIESTS ADD STUFF THEY WANT TO BE GRANTED THE SAME 'AUTHORITY' AS THE 'ORIGINAL' TEXT / STORY TORTURE ANYONE WHO 'REMEMBERS' 'HEY, THE STORY DIDN'T GO LIKE THAT / THAT WASN'T PART OF THE STORY ETC UNTIL KILLED ANYONE WHO 'REMEMBERS' AND THUS 'CHALLENGES' THE 'ORTHODOXY' OF THE CURRENT PRIESTHOOD / CONTROLLERS OF THE CULT / CO-OPTERS OF THE CULT...N.B THAT THE CULT OF JUDAISM CONTROLLERS LOVE TO TAKE ANY 'OFFSHOOTS' AND 'NEW RELIGIONS' AND INFILTRATE THEM, AND BUILD UP ANY SORT OF CENTRALISED ORGANISATIONS...THE MORE CENTRALISED THE BETTER...SO LATER THEY CAN MORE EASILY BE CO-OPTED AND MERGED INTO THEIR ONE JUDAIC CULT WORLD DICTATORSHIP...TO THEM IT MAKES NO DIFFERENCE WHAT THE CONTENT OF THE CENTRALISED POWERFUL RELIGION / CULT /

SECT / NATION IS...ALL THEY VALUE IS THAT IT DOES THE WORK FOR THEM, OF CENTRALISING POWER IN A FEW HANDS...THEN THEY ONLY NEED TO CORRUPT THOSE 'FEW HANDS' ...MUCH TOO EASY.... THAT IS HOW THE JEW WORLD ORDER, WITH A RELATIVELY FEW PEOPLE, AND RELATIVELY LITTLE POWER, CAN RULE THE WORLD...BUT CO-OPTING ANY EXISTING / SPONTANEOUS 'CENTRALISED AUTHORITIES / ORGANISATIONS / STATES'...THUS THE DRIVE FOR KEEPING THE U.S. A ONE STATE IN THE CIVIL WAR, AND FOR THE E.U, THE JEW.S.S.R, AND FOR DESTROYING ALL STATES POWER E.G CATALONIA, AND THE FEDERAL SUPREME COURT RULING THAT U.S STATES COULD NOT FIGHT SEDITION THEMSELVES I.E CONSTANT EROSION OF INDIVIDUAL LIBERTIES, STATE LIBERTIES, AND CONSTANT GROWTH OF CENTRALISED AUTHORITIES E.G 'THE F ED', 'FEDERAL GOVT. AT EXPENSE OF STATE AND LOCAL', AND 'FEDERATIONS OVER STATES, AND E.U OVER MEMBER STATES...

The first trance has the effect of dissociating the patient away from the surrounding reality into her internal environment. When you then interpolate a second trance into the first, it effects an even deeper regression into herself. The basic purpose of the interpolated trance is to get the patient further removed from outer consensual reality. It's particularly useful for age regression.

E: Yes, I don't have to help her withdraw from the outer environment with the interpolated trance. When she gets back to reality, it will be much more difficult for her to recover that interpolated trance for which she has an amnesia even in the trance state.

R: So an interpolated trance is another way of effecting a deeper hypnotic amnesia.

E: In future trances she's going to have an amnesia for the interpolated trance, but she would have to go through it to get a complete memory of the first trance in which it took place. I gave her many positive supportive suggestions during the interpolated trance. This served to reinforce all the positive values of that initial interview.

R: It's like a feedback loop, where what comes later reinforces the positive values of what occurred earlier.

E: Yes, and it's reinforcing what happens now by virtue of the past that I've transplanted into the initial interview. I work in all directions. In everyday life when strangers meet they may speak casually in a general way until they discover something common in their past: They might have vacationed in the same place or come from the same state or town or gone to the same school. Sometimes they

discover to their delight that they have a few acquaintances in common and can now share more intimate details of their lives. They have now created a strong rapport in the present based entirely on experiences from the past.

R: They have created a shared phenomenal world in common (Rossi, 1972a). They have built associative bridges that now bind them together in friendship. This is a common everyday process of social relating that you are now utilizing to enhance your rapport with this patient. The interpolated trance is a way of rapidly creating a positive history that enhances current relations.

She was then regressed to an intern's party at which there was a number of the senior author's former medical students. In the process of regression the suggestion was implanted that she might meet him at that party or that someone would mention his name, and undoubtedly this would happen when someone approached her and attracted her attention by gently squeezing her wrist. Then, when this unexpected thing happened, she could make a full response to the wrist pressure and react in accord with whatever situational need developed. Primarily, this was to introduce a

physical cue to permit ready induction of a trance state at any time, even during the reliving of past events that had occurred long before meeting the senior author. Various such regressions were induced, aided by special information that had been privately supplied by the husband. These were utilized to condition her for trance induction in any set of psychological circumstances.

E: I was building rapport protection with this procedure. I once regressed a subject at Clark University to ten years of age. While regressed, he explained that he was on an errand to buy a loaf of bread for his mother. We could all see the abject terror on his face because he did not know anyone in that room (where as an adult he was being hypnotized). I spent a wretched four and a half hours trying to get back into rapport with him because he was afraid of me and afraid of everyone else. That taught me that thereafter I'd have a secondary way of establishing rapport with the subject such as touching a wrist. It's an attention-attracting but otherwise meaningless cue. The subject cannot easily incorporate it into the age-regressed pattern of behavior.

R: You did not directly tell her that pressure on her wrist was a cue to enter trance or to pay close attention to what you were suggesting.

E: If I had said it that directly, she could reject it. Therefore I put it in an indirect framework of contingent possibilities: She might meet me. Someone would approach her; she could make a full response to the wrist pressure and react in accord with whatever situational need developed. These (the italicized words) are all undefined. There is no demand or threat in all this, and therefore no need for resistance or rejection.

R: We usually don't reject undefined possibilities in everyday life. Rather, possibilities and contingencies usually evoke our sense of wonder, speculation, and expectation. Possibilities actually initiate pressures of unconscious search within us that may trip off useful unconscious processes. Whatever situational need also covers all possibilities, including whatever suggestions you give her. You give her the most general form of an indirect suggestion here.

E: A most general form that can be filled in by the patient's specific understanding. Interpolating New Life Experiences: The February Man

She was trained to develop in good fashion extensive regressions that were made to serve merely as a general background and situation for new, interpolated behavioral responses. She was regressed to past situations, and that frame of reference was employed merely as a background into which new hypnotic behavior could be interpolated. When sufficient training had been completed to ensure good responses, she was regressed to childhood at the age of four. The month of February was selected because it was her birthday. She was oriented to the living room of her childhood in the act of merely walking through it. She had often walked through her living room. Since the state of regression was limited to that act, it would constitute only a frame of reference. The walking through could be arrested and new behavior introduced into that setting without altering or falsifying the situation. Thus the new behavior intruded into that situation could be related temporally to the events of that age-regression period.

As she roused somnambulistically in this regressed state, she was greeted by the senior author: Hello, little girl. Are you your Daddy's girl? I'm a friend of your Daddy's, and I'm waiting for him to come in to talk to me. He told me yesterday that he brought you a present one day and that you liked it very much. I like your Daddy, too. He told me it would soon be your birthday, and I'll bet he brings you an awful nice present. This was followed by silence, and the senior author apparently absentmindedly snapped open and closed his hunting case watch, with no further effort to engage her in conversation or to attract her attention. She first eyed him, then became interested in the watch, whereupon he held it to his ear and stated that it went tick, tick very nicely.

E: Hello, little girl assigns her a hypnotic role.

R: In that first second when she opens her eyes in somnambulistic trance you immediately reinforce the age regression so there could be no doubt about it. Is she going to see you as Dr. Erickson or as someone she does not know in her past? Your opening remark orients her into the past.

E: And there have been people in her past who have said just such a thing.

R: You then attract her attention appropriately by playing with your watch. This is just about right for a four-year-old; you do not introduce yourself in a direct or demanding way. You behave very much as a visitor to her house might when she was a child. Wrist Cue as a Nonverbal Signal for Metasuggestions Orienting the Somnambulistic State

After a few moments the suggestion was offered that she might like to snap the case open or to listen to the watch. She nodded her head shyly and extended her hand. Taking hold of her wrist as if to help her, the senior author handed her the watch. She looked at it and played with it. The suggestion was offered that if she listened to it for a little while, it would make her very sleepy. This was followed by the comment that soon the senior author would have to go home, but that some time he would come back, and, if she wished, he would bring his watch so she could open and close it and listen to it.

She nodded her head, and her hand holding the watch was guided to her ear. Her wrist was slowly squeezed, and trance suggestions were given accompanied by suggestions that maybe next summer the senior author would come again, and maybe she would recognize him.

E: I had to get out of her house. I ended that interpolated life experience with the wrist cue in an appropriate way (guiding her hand with the watch to her ear) and suggesting she would get sleepy as she listened to it.

R: Having her go to sleep is fairly appropriate behavior for a four-year-old listening to a watch, and her sleep allowed you to leave. It also enabled you to give her the posthypnotic suggestion about seeing her again next summer maybe, and maybe she would recognize you. These possibilities are appropriate for her age because a four- to

five-year old child might not recognize a friend after a year. But why did you give her the rapport cue by squeezing her wrist as you added these suggestions?

E: Although she was in a somnambulistic trance, further hypnosis would be needed to effect an alteration of that state to induce other phenomena.

R: I see. Even during a somnambulistic state special rapport is needed to effect important suggestions. The wrist cue is an orienting signal for the metasuggestions you will use to guide the somnambulistic state; it tells her important suggestions are coming. I have had the difficulty of working with some subjects who were so obstinate during the somnambulistic state that I could hardly get a word in edgewise. Like self-centered children, such subjects would soon take over the situation and simply live out an inner experience without my being able to relate to them. This may be valuable for cathartic purposes, but it does not permit the therapist to interpolate new experience as you are doing here.

E: You need another hypnotic frame of reference to orient her to important suggestions without verbally defining it as such and without altering my role as a stranger, Daddy's friend.

R: Classical age regression has typically been a simple reliving of a past life experience. A catharsis or process of desensitization is relied upon as the therapeutic means of resolving pent-up emotions of life traumas.

E: That does not add anything. Here I'm adding to the past.

R: That's the object of the entire procedure. You regress her to establish a frame of reference into which you can interpolate therapeutic life experiences. You are adding new experiences to her memory bank; you're adding new elements of human relating that she missed in reality.

E: You can add belief to something that does not exist if you repeat it often enough. That's why I had to give her many experiences with me as the February Man. I'm adding reality to a nonexistent thing.

R: It becomes real in terms of internal reality. With this approach you can alter a patient's belief system; you cannot really change her past, but you can change her beliefs about her past.

E: You can change beliefs and values. It's not really that we can believe lies; rather, we discover more things. Patients believe their limited reality until they discover more reality.

R: I wonder if we can equate discover more reality with creating new consciousness? There is still a basic question here, however. Are you (1) really adding something new to the personality, or are you (2) simply helping her discover and experience a natural, inherent pattern of human relating (the archetypal child-parent relationship) that she very much needed and wanted? Utilization theory would emphasize the second alternative; you are structuring circumstances that allow her to evoke and utilize inherent (species-specific) behavior patterns that must be expressed for normal

development. But you are certainly adding a new content within the framework of this inherent pattern. Continuing Experiences with the February Man:
Ratifying the Historical Reality of Age-Regressed Experience

She was then permitted to experience about fifteen minutes of profound hypnotic sleep. This sleep was a passage of time during which my departure and eventual return (as had already been suggested) could take place. Her wrist was then again gently squeezed, and suggestions were offered that she better be in the yard because the flowers were blooming for the first time since her birthday last

winter, and perhaps her Daddy's friend might come again. At all events she could really open her eyes very, very wide to see the flowers. She opened her eyes and was apparently enjoying her visual hallucinations when the writer, from behind, addressed her, Hello, little girl. Do you remember me? She turned, eyed him carefully, smiled, and said, You're Daddy's friend. The reply was made, And I remember your name. It is R. In this way the senior author became established as an actual figure in her past life without impinging upon realities or distorting them, but merely by adding to them by a simple process of temporal association. Thereupon a casual conversation was initiated at a childish level about the red and pink and yellow flowers (she said they were tulips), whereupon she reminded the writer about his watch, and essentially the same course of events ensued as had previously. Many more comparable instances were developed to ensure the possibility of the writer's intrusion into her past without invalidating the regression state. She was given extensive experience with the February Man, a figure that became more and more established in her life history.

E: I had learned from the initial interviews that her childhood home did have extensive flower gardens with red, pink, and yellow flowers. I would further ratify the historical aspects of the experience by pretending to have an unclear memory of my previous visits with her. How clear does anyone remember an experience of a year ago? Two years ago? Four years ago? I also introduced changing views. As she gets older, she gets a different perspective on things. I'd say, That first doll you had was really very nice. Remember your enthusiasm for that first circus? I might make such remarks to the ten- or twelve-year-old girl about the six-year-old girl.

R: You built associative bridges between the trance experiences at different age levels that established the historical reality of your visits with her. Indirect Posthypnotic Suggestion

Finally she was placed in a profound trance and given extensive posthypnotic suggestions to ensure a comprehensive amnesia for all trance events and to ensure continued cooperation. I'd gently squeeze her wrist and say You have now completed that task. I want you to go into a profound trance at this time. I want you to enjoy resting, I want you to feel fresh after you've awakened, comfortably enjoying the feeling of being wide awake, prepared for a new day's activities.

E: That latter suggestion, prepared for a new day's activities, implies that she will be ready for more work; we are just beginning.

R: That's how you also imply a posthypnotic amnesia without directly telling her she would not remember. You could then put her back into trance for another experience with the February Man. Time for Hypnotic Work

In subsequent sessions, usually of several hours' duration, essentially the same procedure was followed.

E: I had to have several hours in order to let her have an experience with the February Man at one age level, rest, and then another experience at another age level. Time is expandable and compressible, but a certain amount of real clock time is still needed for careful work. Initially you really don't know what the patient's capacities are. Time is needed to explore them. Integrating Hypnotic and Real-Life Memories: Creating a SelfConsistent Internal Reality

A number of hypnotherapeutic sessions now took place following this same pattern. She was regressed to many different periods of her life, usually in a chronologically progressive fashion, taking care not to let the created situation impinge contradictorily upon the actual realities of the past. For example, on one occasion, regressed to a nine-year-old level, she manifested intense astonishment upon opening her eyes and seeing the senior author. Cautious inquiry disclosed that she was visiting a distant relative for the first time and had just arrived the previous night. A few questions elicited enough information to orient the senior author so that he could claim a business friendship with her relative. This laid a foundation very necessary for the subsequent ubiquity of him in her life experience. Aiding in the acceptance of his ubiquity was the fact that both of her parents traveled extensively and often unexpectedly, and that they had innumerable acquaintances and friends. Hence it was easily assumed that the same was true of the senior author as Daddy's friend. Also of importance was the February Man's knowledge of various cities she had visited and the fact that he, as well as she, had studied psychology, all of which provided a wide background permitting her to accept him unquestioningly. As the procedure continued, the technicalities of securing responsive behavior became minimal, and a dozen regressed states could be developed in an hour's time. These were all utilized to secure a report by her of things and attitudes current to the regression period, as well as an account of expected or anticipated events. Anticipated events served admirably in enabling the senior author to direct regression states to safe periods. However, care had to be exercised, since anticipations were not always fulfilled. Frequently, however, the visit was devoted to an account of what had happened since the last visit that is, the preceding regressed state. She learned to look upon the senior author as a recurrent visitor and as a trusted confidant to whom she could tell all her secrets, woes, and joys and with whom she could share her hopes, fears, doubts, wishes, and plans.

From time to time it became necessary to induce comprehensive amnesias, obliterating various of the senior author's visits, and to regress her to an earlier age and to go over an already partially covered period of her life more adequately. Thus, some sudden change in her life, not anticipated at an earlier age regression, might

have become established before the period of the next age regression, thereby creating a situation at variance with established understandings. On such occasions the last age regression would be abolished by amnesia suggestions, and a new regression to an earlier time would be induced to permit the securing of pertinent data.

R: You made a very careful and extensive effort to integrate hypnotic and real memories so they were molded into a self-consistent inner reality. This would ensure the permanence of the new attitudes you were facilitating in her. If there were contradictions and a lack of consistency between the hypnotic and real memories, self-corrective processes within the unconscious would have tended to gradually eliminate the hypnotic suggestions as foreign intrusions. This may be why so much hypnotic work in the past has had only temporary or partial effect. Direct suggestions made even while a patient is in a deep somnambulistic state are not programmed within the mind forever in a rigid way. The human mind is a dynamic process that is continually correcting, modifying, and reformulating itself. Inconsistencies are either worked out in a satisfactory manner or are expressed as problems (complexes, neuroses, psychosomatic symptoms, etc.). There is thus nothing magical or mysterious about the effectiveness of your approach: It is based on very careful, thorough work integrating real memories with hypnotic experience. Facilitating Therapeutic Attitudes: A Therapy of Life Perspectives: Dreams and Hypnosis

The consistent and continual rejection she experienced from her mother presented many opportunities to reorganize her emotions and understanding. By this procedure the senior author's role became one of friendship, sympathy, interest, and objectivity, thereby giving him the opportunity to raise questions concerning how she might later evaluate a given experience. Thus, in expressing her grief over breaking a cheap little china doll her father had given her and which she treasured, she could declare that, when she grew up and became a mother and had a little girl who broke her doll, she would know that it wasn't something awful bad but that she would know just how her little girl would feel. Similarly, a fall on the dance floor in her teens was regarded by her as an utterly and completely devastating experience. Yet she manifested a readiness to understand the senior author's comment that she should rightly appreciate it as such in the present but that at the same time she could also understand how, in the future, it could really be regarded as a minor and completely unimportant event, perhaps even amusing. Her first adolescent infatuation, her jilting by the boy, and her tremendous need to understand herself in relation to that event were dealt with. Her resolution to leave the finishing school, to enter the university, her choice of studies, her scholastic struggles, and her limited social life were all covered. The meeting with the man who became her husband, her doubts and uncertainties about him, the eventual engagement, and the mother's attitude toward him, toward the marriage, and toward the subsequent pregnancy were all detailed to the senior

author in current accounts of what was happening to her. Numerous other instances of rejection, neglect, and disappointment by her mother and father were relived and discussed with the February Man. Real happy memories were also relived and integrated with the hypnotic memories to ensure a comprehensive integration of them.

R: Whenever she had a traumatic life situation, she could now discuss them with her father's friend, the February Man. In effect you became a therapist at such times. This

is a curious state of affairs, you as her current therapist became a therapist in her past, helping her deal with her difficult life situations as they occurred. I've noticed something similar in dreams. Some patients seem to relive their past in dreams but correct the traumatic aspects of their past with their current adult perspectives (Rossi, 1972a; 1973c). This again points out the self-corrective aspect of the psyche; it is in a continual process of reformulating or resynthesizing itself to achieve a more integrated pattern of functioning. You utilize and facilitate this resynthesizing aspect of psychic functioning with your role as the February Man. You are doing hypnotically what frequently happens naturally during dreams.

E: Yes. [The senior author now recalls such a dream of his own, when the adult Dr. Erickson observed himself as a child (Erickson, 1965a).] Dreams give us the opportunity to relive past events and appraise them critically from an adult perspective.

R: Dreams are autotherapeutic processes that help the mind correct and integrate itself. I also believe we are synthesizing new phenomenological realities in our dreams that become the basis of new patterns of identity and behavior (Rossi, 1971; 1972 a, b; 1973 a, b, c.). A Reversal of Realities: Deepening the Therapeutic Frame of Reference

Toward the end of this extensive reorganization of her attitudes about her past, a new memory was recalled: Her secret resolve years ago to have hypnotic anesthesia should she ever marry and become pregnant. As she now again considered this possibility, she received a letter of foreboding from her mother requesting that the term grandmother never be used - in essence, rejecting the unborn baby. This letter intensified the patient's anxieties and fears anew.

To deal with these renewed anxieties a variation in our hypnotic procedure was developed. In this variation a blanket amnesia was first induced for all her previous hypnotic work, and she was asked to again relate all her fears and anxieties. In this state, as expected, her account was comparable to her original expression of her problems before hypnotherapy.

A new trance state was then induced in which the blanket amnesia was removed. She was then regressed to a week before the arrival of her mother's letter. In this state of hypnosis she was asked to recall fully all the many visits, talks, and discussions over the years she had had with the senior author as Daddy's friend. As she recalled his many visits and their conversations on so many subjects, the suggestion was offered that she ought to consider the present minor worries against that total background. As she began this correlation of her unhappy ideas in the past as she conceived it at the moment, she began to develop amazing insights, understandings, and emotional comfort.

Having reestablished the new attitudes developed in the hypnotic work, the senior author next led her into an age-regression state covering the period just after the receipt of the mother's letter. After expressing some sensible views about her mother's problem, she was asked to give the reactions she could develop if she did not include in her thinking all she knew about her past. She was told that she ought to speculate

aloud on how she could really enlarge her reactions into exaggerated fears and anxieties by just not being comprehensive in her thinking. She was urged to offer speculative statements expressing such anxieties. She then proceeded to verbalize them as she thought would be possible if she did not think intelligently. This speculative account was identical with that which she had originally given just before therapy began and the previous account with the blanket amnesia for all the hypnotherapeutic work. But it was given as a speculative account which was decidedly different from the new reality of her emotional life that now included the new frames of reference she had developed with the February Man.

Subsequent regression states were similarly utilized. Her speculations about how she could exaggerate her fears always gave accounts similar to the one she gave originally before hypnotherapy. These speculations were always in sharp contrast to her real attitudes developed with the help of Daddy's friend, the February Man. She now drew extensively upon her actual past history, with all its interpolated experiences with Daddy's friend. During this period a tremendous amount of her past history came out in clear relevance to her entire current problem. As this type of activity continued, she developed insights that were remarkably corrective.

R: This is an ingenious twist: what was originally a painful reality now becomes the speculative account, while the new attitudes introduced by hypnosis become the abiding reality. That is, she is now accepting her expanded frame of understanding developed with the February Man as her real views, while her previous behavior is now seen merely as a speculative account of how badly things could be if she did not think intelligently. This procedure may be helping her integrate the February Man frame of reference at an even deeper level. This is

particularly the case because she is already in a deep hypnotic state as she experiences this reversal of realities. Termination: A Final Conscious Integration of All Trance Work

Finally, as she progressed in this regard, the topic of hypnotic anesthesia for the delivery of her child was mentioned increasingly by her while she was in trance. She was reassuringly told that as the months of pregnancy passed, it was absolutely certain that all of her anxieties would be comprehensively and comfortably understood and thus become a resolved experience of the past. In their place would be a realization that in some way she would meet someone who would teach her to understand herself happily. Since she was in an age-regressed state, this was naturally a reference by implication to the senior author as someone she would meet in the future. In so doing she would be trained to become an excellent hypnotic subject and thereby her college resolve for a hypnotic delivery would be fulfilled.

The termination of therapy was accomplished rather simply. She was regressed to the time of preparation for her first visit to the senior author's office. She was assured by him - still in the role of Daddy's friend - that her trip would be fully successful in many more ways than she really expected. The scene was then shifted to the office, and she was much astonished to see the February Man. The senior author was also astonished! She was puzzled at his presence, explained that she had come to see Dr. Erickson. She was assured that she would see Dr. Erickson and that he would meet her wishes fully, but that, for a few minutes, she should sleep most profoundly. During this trance approximately one half-hour was spent instructing her so that after

she awakened she would recall from the beginning, in chronological order, every trance experience she had had, together with all insights and understandings that she had developed up to the date shown by the day's newspaper on the desk. At the close of the interview she was told to spend a few delightful days reviewing her memories, making certain that she understood, remembered, and accepted all her past in an adjusted fashion. As for the hypnotic anesthesia, she would be certain of it, but the minor details would be arranged in the next interview.

R: This was a final summation for a final conscious integration of all her therapy. She now finally learns how you played the role of the February Man, how you reversed her realities, and so on. Yet this does not undo the effectiveness of the new attitudes and frames of reference you helped her develop. Why doesn't it? After all your incredibly complex efforts to develop a new frame of reference, integrate it, and deepen it, why do you end the therapy with this complete denouement?

E: Because I may have made some errors. She may have made some errors. Let's make sure we get the whole set of errors corrected.

R: You are not afraid of undoing your therapeutic work because you actually, have helped her develop new frames of reference and understandings that have therapeutically altered her emotional life. This case contrasts sharply with those cases in which you like to maintain an amnesia for all hypnotherapeutic work. What is the difference?

E: Some personalities need amnesia, some do not. It's a matter of clinical experience to distinguish them.

R: Those patients whom you judge to have destructive conscious attitudes toward the therapy might do better with an amnesia.

E: This patient was actually left with some amnesia for the negative emotions she experienced in relation to her mother. My final posthypnotic suggestion to her was to spend a few delightful days reviewing her memories, making certain that she understood, remembered, and accepted all her past in an adjusted fashion. This precluded any regression into the catastrophically negative affects and anxieties she was experiencing before therapy. Training for Obstetrical Analgesia: A Two-Year Followup

At the next session some days later she stated that she had been interested primarily in thinking about her hypnotic delivery. After much discussion with her husband, during which he was primarily the listener, she had decided on an analgesia if it were possible. She explained that she wished to experience childbirth in the same fashion as she had, as a child, sensed the swallowing of a whole cherry or a lump of ice, feeling it pass comfortably and interestingly down the esophagus. In a similar manner she would like to feel labor contractions, to sense the passage of the baby down the birth canal, and to experience a sense of distension of the birth canal. All this she wished to experience without any sense of pain. When questioned about the possibility of an episiotomy, she explained that she wanted the sensation of the cutting without pain and that she wanted to feel in addition the suturing that would be done.

When asked if she wished at any time to experience any feeling of pain merely as a measure of sampling it, she explained: Pain shouldn't have any part in having a baby. It's a wonderful thing, but everybody is taught to believe in pain. I want to have my baby the way I should. I don't want my attention distracted even a single minute by thoughts of pain. Accordingly, as a measure of meeting her wishes, she was taught to develop complete hypnotic anesthesia. (Usually the procedure is to proceed from numbness to analgesia to anesthesia.) Since in this instance an analgesia was the primary goal, anesthesia was induced extensively and then systematically transformed into an analgesia. (That a complete transformation of anesthesia to analgesia could be effected is doubtful, but the patient's wishes could be met in this manner, and whatever anesthesia remained would only supplement the effectiveness of the analgesia.)

When she had been trained sufficiently to meet various clinical tests for analgesia, extensive training was given to her to effect the development of a profound somnambulistic posthypnotic trance with that degree and type of analgesia you have just learned, so that she could enter into labor without any further contact with the senior author.

Additional instructions were that she would awaken at the completion of labor with a full and immediate memory of the entire experience. Then, when she returned to her room, she would fall into a restful, comfortable sleep of about two hours' duration, and thereafter she would have a most pleasant hospital stay, planning happily for the future.

About seven weeks after the delivery she and her husband and baby daughter visited the senior author. They reported that, as she entered the hospital, she had developed a somnambulistic trance. During the labor and delivery her husband was present. She had talked freely with her husband and the obstetrician and had described to them her labor contractions with interest. She had recognized the performance of the episiotomy, the emergence of the head from the birth canal, the complete delivery of the baby, and the suturing of her episiotomy - all without pain. The expulsion of the placenta caused her to ask if there was a twin because she felt another one moving down. She was able to laugh at her error when informed it was the placenta. She counted the stitches in the repair of her episiotomy and inquired if the doctor had cheated by giving her a local anesthetic because, while she could feel the needle, it was in a numb, painless way that she associated with the numb feeling of her cheek after a local dental anesthetic. She was relieved when informed that there had been no local anesthetic.

She was shown the baby, looked over it carefully, and asked permission to awaken. She had been instructed to be in full rapport with her husband and the obstetrician and to do things as needed to meet the situation. Hence, inexperienced in the situation, she carefully met the need of abiding by the situation by making sure it was in order to awaken. She again looked the baby over. Then, upon telling her husband that she had full memory of the entire experience and that everything had occurred exactly as she desired, she suddenly declared that she was sleepy. Before she left the delivery room, she was sound asleep, and slept for one and a half hours. Her stay in the hospital was most happy.

Two years later she announced to the senior author she was having another baby, and asked that she be given a refresher course, just to make certain. One session of about three hours in the deep trance sufficed to meet her needs. Much of this time was used to secure an adequate account of her adjustments. They were found to be excellent in all regards.

Trance Induction: The Early Learning Set

E: Now sit with your hands on your thighs like this. And just look at one spot there. And just look at it continuously. You do not need to talk. You do not need to move. You actually do not need to move. Just look at that one spot. And many years ago you went to kindergarten, first grade. And you were confronted with what seemed then an insurmountable task of learning the letters of the alphabet in all their many forms. And it seemed an insurmountable task. But you did form mental images for every letter of the alphabet. And you formed mental images of the numbers. And you formed those mental images to remain with you for the rest of your life.

This early learning set induction tends to facilitate age regression by indirect ideodynamic focusing that evokes early learning experiences. MHR you overcame apparently insurmountable challenges from birth, you just need to recall these past successes, to gain confidence to approach ANY 'new' task ... just like back then, you will manage...we don't know HOW...YOU don't know HOW, you managed / we manage to learn to speak, write, walk, but we DID / DO manage ... it is our UNCONSCIOUS resources that are activated ... we must confidently expect them to kick in again, now, as they did then...

Ratifying Trance: Body Language in Trance

While I have been talking to you your respiration has changed, your pulse has changed. Close your eyes N ... O ... W.

[Pause as the patient's eyes close and his head bows down very slowly, bit by bit, until it almost touches his chest]

You go deeply into a trance and enjoy the feeling of comfort and satisfaction all over.

[Pause as patient's body tips forward a bit precariously]

You can lean back in the chair.

[Pause as patient's body reorients back comfortably in the chair]

R: You begin your process of vocal conditioning with your slow drawn-out N . . . O . . . W and then emphasize that in a deep trance one can enjoy feeling comfort and satisfaction all over. This is a form of indirect suggestion because we know that such comfort is a characteristic of trance.

E: My emphasis on satisfaction all over includes his scalp, nose, buttocks, and penis.

R: The patient does not recognize this as an indirect suggestion by generalization. Since his penis is the problem his unconscious will tend to automatically focus some of that suggested satisfaction there.

E: The fact that his body tips forward may be an indication that he is leaning toward the light of love; he had been leaning away from it after his wife died.

R: Leaning forward may be an indication of a positive rapport. Does that mean that a leaning backward or pulling in a direction away from the therapist is an indication of a negative transference reaction or a problem between therapist and patient?

E: It can indicate a difficulty with the ideas being presented.

Posthypnotic Suggestions Initiating Somnambulistic Training: Being in Trance without Knowing It

And now I want you to realize something. Shortly after you awaken I'm going to say something to you.

R: This posthypnotic suggestion is a way of initiating somnambulistic training. It is a very easy suggestion to accept because after a patient awakens he naturally expects you will say something. He doesn't realize, however, that when you do say something, you're actually giving a posthypnotic cue that will initiate another trance. Your earlier research (Erickson and Erickson, 1941) indicated that subjects reenter trance when receiving posthypnotic cues and carrying out posthypnotic suggestions. When you begin to say something after trance, they will tend to reenter trance even though their eyes may be open and they may act as if they are awake. This is your definition of the somnambulistic state: A person acting as if he is awake but capable of following the therapist's hypnotic suggestions.

E: Yes, with hypnotic training you want them to be content with the thought that they are awake.

R: Even though they are really not. Do you define that as the somnambulistic state? The patient thinks he is awake, but he is following you so closely and is thereby capable of carrying out so many hypnotic responses that we say he's actually in an altered state called trance. He is not critical and initiating his own behavioral directions; he is waiting for your suggestions. He is in trance without being aware of it.

E: I once told a subject to act as if he was awake with all of us who were in the room. But when a totally unexpected person came in the room, the subject could not respond to his presence. He never heard the newcomer speaking to him.

R: Indicating that there was a special rapport with those already present in the room that excluded any strangers. Such an intense state of rapport is characteristic of somnambulistic trance. I'm beginning to believe that patients are frequently in somnambulistic trance without the hypnotherapist recognizing it or knowing how to use it.

E: I certainly agree! Most have such fixed and rigid ideas of what somnambulistic behavior is. [The senior author goes on to point out how subtle changes in behavior that indicate the presence of therapeutic trance are frequently missed by many therapists]

Utilizing Patients' Motivation to Reinforce Suggestions

And you can be surprised that you ever really have doubted yourself.

[Pause]

R: You throw in a therapeutic suggestion here?

E: To reinforce the preceding posthypnotic suggestion.

R: You utilize the patients' own motivation for therapy to reinforce your suggestions.

E: All your suggestions in therapy should be a connected whole. Hypnotic Amnesia Facilitating Somnambulistic State

Now it isn't necessary for you to remember what I say to you in the trance state. But your unconscious mind will remember. But all of us know very little about what the unconscious mind knows.

R: This is a permissive suggestion for amnesia. You don't command amnesia-that might only arouse conscious resistance. You are apparently letting the patient do something easy: It isn't necessary for you to remember. This implies that it's too hard to remember (as we all well know from many experiences in everyday life.)

E: If you tell anyone they have to do something, they invariably come back with they don't.

R: You then admit Your unconscious mind will remember. But all of us know very little about what the unconscious mind knows. This tends to reinforce amnesia and the role of the unconscious while depotentiating the importance of his more limited conscious mental sets. This emphasis on conscious amnesia and the significance of unconscious functioning is another way of facilitating the somnambulistic state.

Deepening Trance by Rehearsal

I'm going to arouse you and put you back into trance.

E: Awakening and putting a patient back into trance repeatedly is a way of deepening trance (Erickson, 1952).

R: Is it also a way of further depotentiating his conscious orientation, a sort of confusion approach to somnambulistic training?

E: Yes, you're training the patient to respond in a therapeutic way.

R: You're training him to respond to you.

E: And you base your therapeutic suggestions on his own patterns of behaving.

R: By deep trance you mean that the patient is following you very closely in accord with his needs. Questions as Direct Suggestion in a Permissive Manner

And you are going to do everything I ask you to do. Can you be surprised at your ability to make true whatever I say?

[Pause]

R: Your first sentence here seems to be a shocking authoritarian demand for obedience.

E: Everything I ask you to do. I did not say, Do what I tell you to do.

R: When you ask, you are actually making a permissive request that the patient could refuse. Then you follow it up with a very innocuous-sounding but strongly reinforcing question about being surprised at your ability to make true whatever I say?

E: Even infants like surprises.

R: A surprise also implies that the unconscious will be active and surprise the conscious mind.

E: Too many therapists tell their patients to do this or that rather than ask. That's an iron hand covered with a lot of velvet.

Discharging and Displacing Resistance: Use of the Negative

And you will make true whatever I say, will you not?

E: You will, will you not? If anybody is going to use the negative, it had better be me.

R: If the patient has a resistance in the form of a no within, then your use of will you not? tends to displace and discharge the no.

You therefore use negatives in this rather curiously concrete way to pick up the patient's negative and convert it into a constructive direction.

Hypnotic Poetry Bypassing Conscious Resistance

In spite of any thinking you do, what I say will be true.

R: This poetic couplet is another way of dealing with resistance. Many patients fear that if they have contrary thoughts during trance, the therapeutic suggestions cannot be effective. Your couplet reassures them on this point. The smooth pattern of sound and stress in this couplet suggests it may be an example of Snyder's Hypnotic Poetry (1930), which bypasses the critical, intellectualistic left-hemisphere so it can be accepted by the right.

E: I'm bonding my therapeutic suggestion to whatever resistance he may have within.

R: In this case you don't necessarily eliminate resistance but rather add your therapeutic suggestions to it. It's a way of utilizing the patients' resistance so that whenever they express it to themselves, they find themselves also expressing the therapeutic suggestion. This is especially important for this type of patient, who seems so cooperative in his manifest behavior. Since he is so cooperative on the

outside, his resistances must be hidden within. You therefore utilize this inner resistance by adding a constructive suggestion to it without even having to bring it up with the patient.

Apparent Trance Awakening and Spontaneous Reinduction: Individual Characteristics of Somnambulism

Take your time and mentally, silently, count backward from twenty to one. Awakening one-twentieth of the way at each count. And begin the count now.

[Pause as P appears to awaken in about one minute]

Pretty hard to awaken wasn't it?

P: Um-hum.

[E answers the phone, and as he does so P closes his eyes and evidently goes back into trance.]

E: And it's hard to awaken, but you can awaken again.

[Pause as P opens his eyes slowly. He does not reorient much to his body, however, so we may presume he is still in trance.]

And awaken with a very comfortable feeling.

P: I feel comfortable.

E: Why did you go back into trance the second time?

[Pause as P looks perplexed]

Your unconscious mind understands a lot more than you do.

R: It's an indication of his intense somnambulistic rapport with you that he closes his eyes and goes back into trance when you remove your attention from him by answering the phone. He is now following your earlier posthypnotic suggestions that he would go back into trance after awakening. If he were really awake, he might have moved about a bit or related to me since I was right next to him. But he completely ignores me and all the recording equipment. Deep trance does not mean a patient is stuporous or unconscious; it does mean that a patient's attention is intensely focused on what is relevant, so that everything else is ignored. You ask him to awaken again, but he only opens his eyes. When you tell him to awaken with a very comfortable feeling, he responds in an almost exact paraphrase, I am comfortable. This exact following of your words is another

indication of the somnambulistic state. Why is he perplexed when you ask him why he went into trance the second time?

E: There is a retardation of intellectual processes that easily leads to perplexity in the somnambulistic state.

R: So here we have three characteristics of somnambulism: (1) the intense rapport; (2) the exact following of the therapist's remarks that are in accord with the patient's own needs; and (3) the lack of mental initiative. The somnambulistic state does not mean the patient is an automaton but that he is extraordinarily well related to the therapist.

E: It's his conscious mind that is perplexed. I verify that by adding that his unconscious understands a lot more than he does. I keep out of the situation; don't say, I know what's going on. I say, Your unconscious knows.

R: Are there any general characteristics of somnambulism, or do we have to pick them out as highly individualized manifestations in each person?

E: You have to pick them out for each individual; they will vary depending upon the purposes of the patient.

R: This patient showed little initiative in his somnambulistic state, but other persons might show a lot - expressing their fantasies, etc. Is there a general difference between an active and passive somnambulism?

E: This patient did not like what he was receiving from himself, therefore he remained passive in order to get what he could from me. That's why I worked for amnesia and perplexity to depotentiate his conscious sets.

R: Those were ways of depotentiating his habitual conscious attitudes so that an unconscious search and process could be initiated to facilitate a therapeutic response. Thus, even when the patient is in a very passive and receptive state, you do not resort to directly programming him with what he is to do. Rather you make an effort to help him sidestep his own conscious limitations so his unconscious potentials can become manifest.

E: The patient had better believe in his own unconscious.

Hypnotic Phenomena as Early Patterns of Behavior: Implication Evoking Early Psychomotor Patterns? Two-Level Communication for Therapeutic Suggestion via Metaphor

E: And all of your life since the age of one you have known you could stand up. Right?

P: Um-hum.

E: And now you know you can't. Try it. *You can't*. [Said very quickly and softly]

[Pause as the patient makes a few slight abortive movements with the upper part of his body and looks about, a bit distressed]

E: Since the age of one you have known you could stand up implies that before the age of one you could not. At the same time this is a two-level communication dealing with his problem in a metaphorical way: Not being able to stand up is like not being able to get an erection.

R: You choose a hypnotic phenomenon that has an unconscious connection with his psychological problem, so that when you later resolve the hypnotic phenomenon (allow him to stand up) you may also be resolving his sexual impotence to some degree. This is an unusually clear example of indirect therapy being done on an unconscious level. This also appears to be an unusually clear example of your utilization approach to hypnotic phenomena. Do you believe that you are actually evoking an early psychomotor level of not being able to walk and then utilizing it as the basis of this hypnotic phenomenon? Hypnosis is not just imagination; it is based on the activation of the relevant neurological circuits—very often those from infancy and early childhood.

E: Yes. Those infantile and early childhood patterns have a long history

R: Because of their long history they have a certain prepotency within us; they have never been really extinguished, and when properly activated they can be expressed in behavior. It is usually more effective to activate such early psychomotor patterns by indirect means such as implication, because a direct command could evoke the doubting attitudes of consciousness that in turn block the hypnotic response.

E: You deal with the patient as a total historical being. You can rely on those neurological tracks and memories of long duration much more than you can on the very recent ones.

R: It would be well for the hypnotherapist to study early childhood development to gain a more adequate understanding of the type of phenomena he can evoke as well as hints about how they may be evoked. Most if not all hypnotic phenomena are actually early patterns of functioning. This is a distinctive aspect of your work: you believe you are evoking real mental mechanisms and unconscious processes in hypnotic phenomena. It is the utilization of an individual's early experiential learning rather than hypersuggestibility or imagination per se that is the basis of hypnotic phenomena.

E: Patients can only respond out of their own life experiences.

The Creative Process of Therapeutic Analogy

E: And now you *truly* know how an idea can take possession of you.

[P closes his eyes and appears to lapse deeper into trance]

E: In mentioning that he now truly knows how an idea can take possession of one, you are by analogy referring, of course, to his problem: Just as an idea can prevent him from standing up, so can an idea prevent his penis from standing up.

R: He probably closed his eyes again because of a sudden realization of standing up having those different meanings?

E: Closing his eyes probably corresponded to the inner search and unconscious processes that actually create that meaning. To grasp such an analogy requires a creative effort on his part. Because it is his own creative effort, he is less likely to reject it than if it was simply thrust upon him as a direct statement.

Two-Level Communication: Further Somnambulistic Training

E: And rouse again and feel very comfortable all over.

[Pause as P opens his eyes again]

How do you feel about not being able to stand up?

P: Well, it didn't bother me. I didn't want to stand up.

E: And now you can't remain seated.

[P looks around and stands up, seemingly a bit embarrassed for a moment or two]

Now you can sit down

[P sits] .

E: When he said he didn't want to stand up, that implied he had a choice. On an unconscious level it also means he has choice about his penis not standing up.

R: I see - he may want to make that choice at times. He may be using two-level communication here without quite realizing it. The further suggestion that he can't remain seated in this context now has the symbolic meaning of not being able to keep his penis down and may account for his apparent embarrassment at

this point. It is also a means of further training in somnambulistic behavior wherein he follows your hypnotic suggestions even while acting as if he's awake.

E: To say that he can't remain seated is therapeutic on an unconscious level. Notice that I carefully avoided saying You have to stand up. I wanted to avoid the stand up issue because he had such difficulty with his penis standing up that it could have defeated the hypnotic suggestion on an unconscious level.

Levitation: Hemispheric Interaction in Trance Induction and Suggestion

E: I want you to enjoy this experience. One or the other or both of your hands will lift up toward your face. And no matter how hard you try to press down, it's going to lift up toward your face.

[Fingers of the patient's right hand lift tentatively, and then the whole hand lifts with a gentle, bobbing motion]

And you can't stop it.

[Pause as P's right hand slowly approaches his face]

And there is nothing you can do to stop it.

[Pause as the hand bobs up toward P's hairline]

A little bit higher. There is nothing you can do to stop your hand from feeling hair.

[P's hand approaches and finally touches the hair on his head]

The feeling of hair, and you can't stop your hand from doing that. And now you know that whenever you wish your penis can stand up and feel hair.

[Pause]

R: You now undertake a classical hand levitation, but your words have another level of meaning where hand levitation becomes equivalent to penis levitation. Several times you mention You can't stop it. Are you thereby attempting to symbolically depotentiate his conscious mind's ability to stop a penis erection?

His left hemisphere *may* be so preoccupied with levitating his right hand that it leaves his right hemisphere more available to accept and act upon your therapeutic suggestions given in the symbolic language of the right hemisphere

Posthypnotic Suggestion Contingent on Inevitabilities

E: And you can enjoy it. It won't be your hair. It won't be your hair. It will be the feeling of hers. And you can't lower your hand until you've enjoyed sensing the feeling of hair sensing a warm body.

[Pause]

And nothing can tell you that your penis won't stand up. Nothing can tell you that.

[Pause]

And nothing can prevent it from feeling hair and a vagina for as long as you want.

[Pause]

And I want you to notice your hand doesn't feel as if it's touching your hair, it feels as if it's touching that lady's hair.

[Pause]

E: I initiated the process of lifting toward his face and hair. Once that was well under way and could not be stopped, then I could shift it to the issue of vagina and pubic hair.

R: Having accepted the initial condition, he is carried on by its momentum to accepting the therapeutic suggestion.

E: Now he can't avoid sensing a warm body when he is with her; that's inevitable and I've symbolically tied an erect penis to her warm body when I say You can't lower your hand until you've enjoyed. . . warm body.

R: This is a **basic principle of posthypnotic suggestion** wherein **you always make a suggested behavior contingent on an inevitability**.

Further Posthypnotic Suggestion

And I want you to have the surprise of your life because sometime today or tomorrow your hand will touch the hair on her head, and you'll find what your penis will insist on doing. And you're going to let that be a surprise are you not?

[P nods his head yes]

[Pause]

And you're going to be so delighted with the forcefulness of your desire. But you will not offend the lady. But you will be pleased with the very forcefulness of the desire.

[Pause]

And philosophers of old have said, As a man thinketh, he is. And you'll never forget that, will you? And now think this question over well, are you willing to tell us something about the lady?

[P nods head yes]

E: Sometime today or tomorrow actually means anytime. It could be next month and still fall within the generalized time range of this suggestion.

R: Here you again make a posthypnotic suggestion about penis erection contingent on another inevitability (touching her hair).

E: How do you offend the lady? By either being too forceful or not forceful enough. I've covered both possibilities there forcefulness of your desire. When I then ask him if he wants to tell us something about the lady, it implies he has choice, and if he tells us something he also has the right to hold back other things. The right to hold things back gives him potency and power.

Preparation for Awakening

All right, take your time and awaken and just spontaneously tell us something about her.

[Pause as P opens his eyes and focuses as if he is awake. His hand remains at his head, however, and he does not reorient any other part of his body]

P: Well, she is beautiful. She is the same age as I am. And I never loved anyone like this before in my life.

E: I've just given him the implied posthypnotic suggestion to hold back and he responds with the generalization Well, she is beautiful. He is actually holding back. He's following a posthypnotic suggestion without even realizing it.

R: In having him hold back you're returning him to his normally awake ego controls and are thereby preparing him for a full awakening.

E: Yes, when he admits loving her more than anyone else in his life, he is volunteering that on a more conscious awake level.

Symbolically Displacing and Discharging a Lack of Confidence

E: What did you just learn about yourself?

P: More confidence, for one thing.

E: There is something lacking in your confidence?

P: Yes, there was doubt.

E: There is something now lacking in your confidence. I'll tell you what it is. You can't put your hand down.

P: Hum!?

E: When he talks about confidence here, he's implying a lack of confidence, so I displace it onto the hand. Put the lack of confidence in a harmless place.

R: This is a way of displacing and discharging a lack of confidence in a symbolic manner.

Two-level Communication with True Trance Awakening

E: And you can't push it down until you have a feeling of intense satisfaction.

[Long pause as P closes his eyes. He finally opens them again, puts his hand down, and adjusts his whole body slightly, as is characteristic of patients awakening from trance.]

P: Yeah, I feel pretty good now!

E: And what are you going to need?

P: Uh?

E: You don't have to tell us.

P: No.

E: But you think it over. She's got two beautiful twins, and both deserve a name.

[Pause]

P: Yeah.

E: After a pleasant sexual intercourse what happens?

R: You relax and your penis goes down. So your suggestion that he can't put his hand down until he has a feeling of intense satisfaction is another bit of two-level communication that he receives just as he is waking up. This tends to build a bridge between the therapeutic suggestion on the unconscious and conscious levels.

E: He then responds with, Yeah, I feel pretty good now! A two-level response without his quite realizing it. I now continue with remarks about her two beautiful twins, which he recognizes as a reference to her breasts. If he is to make love to her, he had better appreciate her breasts.

Indirect Ideodynamic Focusing

E: Someone who liked mountain climbing was asked on a social occasion, Do you intend to do any mountain climbing this weekend? And he said, Oh, yes, but he didn't name the mountain. That was a secret between him and his wife. And every couple should have a language of love.

[Pause]

P: I feel better now.

Therapeutic Restructuring of a Former Symptom

E: Now, I always tell young men, Sometime in your lifetime you're going to lose your erection. And what you don't know is that your unconscious mind is telling you that the beauty of your wife's body is overwhelming. And to enjoy that fact. Because that's the greatest possible compliment you both can receive. If on some occasion unexpectedly you lose your erection, it's a very profound compliment, because as soon as you realize you have complimented her in the most ultimate fashion, then your erection comes back.

[Pause]

R: Do you actually believe that a loss of erection could really be a compliment, or is this just a rationalization you're offering him?

E: He's placed a bad interpretation on a loss of erection. Why should he keep that forever and ever? Life is much better if sometimes it rains and sometimes it doesn't. I've seen many cases where it really was a compliment.

E: [To R] Do you know the Ginkgo tree?

R: Oh yes, very well! They have live motile sperm!

Anorexia Nervosa Paradox and Double Bind

I told her most emphatically that her parents sent her to me to have me tell her to eat, but I had no intention of doing so; eating was her own problem, and she could do as she pleased.

R: In this initial approach you immediately establish rapport with the patient by telling her mother to shut up. You then facilitate the developing of a yes set by adapting yourself to the patient's own frame of reference, as you tell her you have no intention of telling her to eat. You then place the locus of therapeutic control within the patient by saying that eating was her own problem and she could do as she pleased. You apparently allow the patient to keep her resistances and you see to it that she has no need to defend herself against you. She is now more available for whatever you suggest.

We all have a repertoire, have experienced, have produced in ourself, every phenomena that trance / hypnotic therapy seeks to employ therapeutically, to provide relief from a particular 'problem' or 'symptom'. E.g we have all experienced trance states, forgetting of pain during great book or other distraction, 'referred' pain i.e feel pain in one area when stimuli really in another, amnesia for memories i.e forgetting, positive and negative hallucination e.g not seeing keys on table, and seeing things that aren't there e.g curtain 'seen' as a girl sitting in the window, pot plant 'seen' as menacing face i.e Gestalts interpreted according to our expectations / current thoughts...waking to see spiders that aren't there, as eyes adapt to being open, being certain of a 'fact' that turns out to be untrue, even concerning something we 'saw' or 'heard' or 'confidently recall' or 'are sure of'. The therapist can use these typical capacities for time distortion, amnesia, anesthesia (where you forget pain, or don't notice it e.g focused / intently concentrating-attending to something else e.g running from vicious dog) or watching engaging scene / film/ reading / lost in reverie / thought / daydream, which we DO have experience of but have forgotten or don't think about...telling stories helps us remember our own latent potentials, what we've already done / experienced / managed, and thus can employ for our own benefit again, as the means to relieving / solving some particular challenge / symptom / problem...

MHR this also means, like Buddha suggested, never to attempt to contradict something people 'know' e.g that they can't be hypnotized, that pain killers don't work on their level of pain, that they are going to suffer, that dentistry is going to be painful...instead E utilizes these very symptoms / beliefs to induce trance states, bypassing the inevitable resistance which like any resistance training, tends to strengthen the muscles / beliefs, and like a clever martial artist, uses the momentum / force of the belief by pacing / mirroring it, then leading it in a different direction from its original trajectory, employing its momentum, utilizing the vector of the symptom, to lead the person somewhere better than it was heading, producing outcomes superior to those it was producing...

N.B An example of clever manipulation is controlled opposition / Cultural Marxist / weaponised trust / confidence man / con man Michael Moore, in his Trump film. Even though they are both World Wrestling Federation style 'opponents', secretly working for the same 'Team Zion', Jew World Order, in this film he wants to appear to want to 'warn' you about Trump, and sow seeds of doubt. Simply to produce chaos. To build 'straw men' of 'pre-selected candidate democracy as if it is truly representative democracy, and thus destroy our belief in true democracy, and of 'crony conspiracy oligarchic capitalism', and thus destroy our faith in authentic 'Adam Smith', Conspiracy FREE, capitalism, and to manipulate economic systems via financing and the central banks, to produce what appears to be the Marx predicted 'crises of capitalism', as a straw man, when in fact these 'crises' are completely manufactured and have NOTHING to do with Adam Smith style authentic economics, and to carry out false flags to be

blamed on Islam and Arabs, to build up a 'straw man' terror threat, to be used to scare you into giving up your freedoms, and fighting the Jew World Order's wars...

So keeping in mind that Michael Moore and Trump are on the same team, working to discredit democracy, capitalism, and Islam / Arabs, let's look at how Moore begins his film by gaining your 'agreement' with a Yes set that appears to be supporting your belief in Trump as the freedom fighting, opposing the Jew World Order. He appears to agree with Trump. So he gets your attention. Otherwise you'd just turn him off, if he just began by contradicting everything you felt and believed about Trump. He makes it sound like he understands you and Trump, and why you believe in Trump. But this is all to gain your confidence, trust, attention, and 'hook you' so that he can then lead you down the garden path with his propaganda. It is like the old 'bait and switch', where a store advertised some desirable product you want, just to get you to run down to the shop, only to find that they have 'run out of' that product, but can offer you a great deal on an 'alternative', the actual product they always intended trying to get you to buy, but which you otherwise never would have come to the store to even look at.

If Moore had begun by challenging everything you believed about Trump, and being antagonistic to him, by ridiculing your 'faith' in Trump, you would have switched off. You would have resisted. You would not have watched his film, or if you did, you would have done so with a very negative, resistant, hostile attitude, looking for flaws in his argument to use against him, and you would have left his film feeling that your convictions / beliefs had been strengthened...you would be even more convinced that Trump was the candidate for you...and you'd never pay attention to anything Mr Moore had to say ever again. He'd have lost you as a potential audience. And the first rule of manipulation is to get your attention. And hold it long enough to work your 'magic', your 'language', your 'Ab Ra Ca Dab Ra', your ABraCadabra. Yes folks, abusing the power of language, of your old ABC.

Speak to the wall so the door may hear - Sufi saying.

five-stage paradigm of the dynamics of trance induction and suggestion

1. Fixation of Attention via Utilizing the patient's beliefs and behavior for focusing attention on inner realities.
2. Depotentiating Habitual Frameworks and Belief Systems via Distraction, shock, surprise, doubt, confusion, dissociation, or any other process that interrupts the patient's habitual frameworks.
3. Unconscious Search via Implications, questions, puns, and other indirect forms of hypnotic suggestion.

4. Unconscious Process via Activation of personal associations and mental mechanisms by all the above.

5. Hypnotic Response via An expression of behavioral potentials that are experienced as taking place autonomously.

Establish a sound rapport - that is, a positive feeling of understanding and mutual regard, the means by which therapist and patient secure *each others'* attention. Both develop a yes set, or acceptance of each other. The patient is learning to observe and achieve a state of response attentiveness to their own responses, including to the therapists suggestions.

Patients have problems because of learned limitations. They are caught in mental sets, frames of reference, and belief systems that do not permit them to explore and utilize their own abilities to best advantage. Human beings are still in the process of learning to use their potentials.

Therapeutic trance is a period during which patients are able to break out of their limited frameworks and belief systems so they can experience other patterns of functioning within themselves. These other patterns are usually response potentials that have been learned from previous life experience but, for one reason or another, remain unavailable to the patient. We help them re-discover their competencies, talents, resourcefulness, positive experiences of success they have forgotten / repressed / don't attend to. In this process new frames of reference and belief systems are created.

In the preparatory phase of hypnotherapeutic work mental frameworks are facilitated in a manner that will enable the patient to respond to the suggestions that will be received later during trance. We help patients create an optimal attitude and belief system for therapeutic responses. Suggestions made during trance frequently function like keys turning the tumblers of a patient's associative processes within the locks of certain mental frameworks that have already been established.

Therapeutic Trance

Therapeutic trance is a period during which the limitations of one's usual frames of reference and beliefs are temporarily altered so one can be receptive to other patterns of association and modes of mental functioning that are conducive to problemsolving. We view the dynamics of trance induction and utilization as a very personal experience wherein the therapist helps patients to find their own individual ways. Trance induction is not a standardized process that can be applied in the same way to everyone. There is no method or technique that always works with everyone or even with the same person on different occasions. Because of this we speak of approaches to trance experience. We thereby

emphasize that we have many means of facilitating, guiding, or teaching how one might be led to experience the state of receptivity that we call therapeutic trance. However, we have no universal method for effecting the same uniform trance state in everyone. Most people with problems can be guided to experience their own unique variety of therapeutic trance when they understand that it may be useful. The art of the hypnotherapist is in helping patients reach an understanding that will help them give up some of the limitations of their common everyday world view so that they can achieve a state of receptivity to the new and creative within themselves

Fixation of Attention

The fixation of attention has been the classical approach for initiating therapeutic trance, or hypnosis. The therapist would ask the patient to gaze at a spot or candle flame, a bright light, a revolving mirror, the therapist's eyes, gestures, or whatever. As experience accumulated it became evident that the point of fixation could be anything that held the patient's attention. Further, the point of fixation need not be external; it is even more effective to focus attention on the patient's own body and inner experience. Thus approaches such as hand levitation and body relaxation were developed. Encouraging the patient to focus on sensations or internal imagery led attention inward even more effectively

An interesting story or a fascinating fact or fantasy can fixate attention just as effectively as a formal induction. Anything that fascinates and holds or absorbs a person's attention could be described as hypnotic. We have the concept of the common everyday trance for those periods in everyday life when we are so absorbed or preoccupied with one matter or another that we momentarily lose track of our outer environment.

The most effective means of focusing and fixing attention in clinical practice is to recognize and acknowledge the patient's current experience. When the therapist correctly labels the patient's ongoing here-and-now experience, the patient is usually immediately grateful and open to whatever else the therapist may have to say. Acknowledging the patient's current reality thus opens a yes set for whatever suggestions the therapist may wish to introduce. This is the basis of the utilization approach to trance induction, wherein therapists gain their patients' attention by focusing on their current behavior and experiences

Depotentiating Habitual Frameworks and Belief Systems

In our view one of the most useful psychological effects of fixating attention is that it tends to depotentiate patients' habitual mental sets and common everyday frames of reference. Their belief systems are more or less interrupted and suspended for a moment or two. Consciousness has been distracted. During that momentary suspension latent patterns of association and sensory-perceptual

experience have an opportunity to assert themselves in a manner that can initiate the altered state of consciousness that has been described as trance or hypnosis.

There are many means of depotentiating habitual frames of reference. Any experience of shock or surprise momentarily fixates attention and interrupts the previous pattern of association. Any experience of the unrealistic, the unusual, or the fantastic provides an opportunity for altered modes of apprehension. The authors have described how confusion, doubt, dissociation, and disequilibrium are all means of depotentiating patients' learned limitations so that they may become open and available for new means of experiencing and learning, which are the essence of therapeutic trance

A creative moment occurs when a habitual pattern of association is interrupted; there may be a spontaneous lapse or relaxation of one's habitual associative process; there may be a psychic shock, an overwhelming sensory or emotional experience; a psychedelic drug, a toxic condition or sensory deprivation may serve as the catalyst; yoga, Zen, spiritual and meditative exercises may likewise interrupt our habitual associations and introduce a momentary void in awareness. In that fraction of a second when the habitual contents of awareness are knocked out there is a chance for pure awareness, the pure light of the void (Evans-Wentz, 1960) to shine through. This fraction of a second may be experienced as a mystic state, satori, a peak experience or an altered state of consciousness

MHR BARDOT ... the uncarved block is left uncarved...can express the nothing from which all-things emerge...lets reality speak to us...allowing it the silence to be heard...like Moses parting the dead sea...which is probably a metaphor for exactly this process...stopping the flow...just for a moment...long enough to allow the mind to 'pass over' 'to the other side'...the discovery, insight, eureka moment...escape from history, and slavery, the slavery of definitions, past conditioning, limiting beliefs...FAITH....and freedom...

Erickson (1948) has also described hypnotic trance itself as a special psychological state which effects a similar break in the patient's conscious and habitual associations so that creative learning can take place.

In everyday life one is continually confronted with difficult and puzzling situations that mildly shock and interrupt one's usual way of thinking. Ideally these problem situations will initiate a creative moment of reflection that may provide an opportunity for something new to emerge. Psychological problems develop when people do not permit the naturally changing circumstances of life to interrupt their old and no longer useful patterns of association and experience so that new solutions and attitudes may emerge.

Unconscious Search and Unconscious Process

In everyday life there are many approaches to fixing attention, depotentiating habitual associations, and thereby initiating an unconscious search for a new experience or solution to a problem. In a difficult situation, for example, one may make a joke or use a pun to interrupt and reorganize the situation from a different point of view. One may use allusions or implications to intrude another way of understanding the same situation. Like metaphor and analogy (Jaynes, 1976) these are all means of momentarily arresting attention and requesting a search - essentially a search on an unconscious level - to come up with a new association or frame of reference. These are all opportunities for creative moments in everyday life wherein a necessary reorganization of one's experience takes place.

An indirect suggestion initiates an unconscious search and facilitates unconscious processes within patients so that they are usually somewhat surprised by their own responses. The indirect forms of suggestion help patients bypass their learned limitations so they are able to accomplish a lot more than they are usually able to. The indirect forms of suggestion are facilitators of mental associations and unconscious processes.

The Hypnotic Response

The hypnotic response is the natural outcome of the unconscious search and processes initiated by the therapist. Because it is mediated primarily by unconscious processes within the patient, the hypnotic response appears to occur automatically or autonomously; it appears to take place all by itself in a manner that may seem alien or dissociated from the person's usual mode of responding on a voluntary level. Most patients typically experience a mild sense of pleasant surprise when they find themselves responding in this automatic and involuntary manner. That sense of surprise, in fact, can generally be taken as an indication of the genuinely autonomous nature of their response.

Hypnotic responses need not be initiated by the therapist, however. Most of the classical hypnotic phenomena, in fact, were discovered quite by accident as natural manifestations of human behavior that occurred spontaneously in trance without any suggestion whatsoever. Classical hypnotic phenomena such as catalepsy, anesthesia, amnesia, hallucinations, age regression, and time distortion are all spontaneous trance phenomena that were a source of amazement and bewilderment to early investigators. It was when they later attempted to induce trance and study trance phenomena systematically that these investigators found that they could suggest the various hypnotic phenomena. Once they found it possible to do this, they began to use suggestibility itself as a criterion of the validity and depth of trance experience.

When the next step was taken to utilize trance experience as a form of therapy, hypnotic suggestibility was emphasized even more as the essential factor for successful work. An unfortunate side effect of this emphasis on suggestibility

was in the purported power of hypnotists to control behavior with suggestion. By this time our conception of hypnotic phenomena had moved very far indeed from their original discovery as natural and spontaneous manifestations of the mind. Hypnosis acquired the connotations of manipulation and control. The exploitation of naturally occurring trance phenomena as a demonstration of power, prestige, influence, and control (as it has been used in stage hypnosis) was a most unfortunate turn in the history of hypnosis.

While a trance state is induced and maintained by suggestion, and hypnotic manifestations can be elicited by suggestion, the hypnotized person remains the same person, their altered behavior derives from the life experience of the patient and not from the therapist. The induction and maintenance of a trance serve to provide a special psychological state in which the patient can reassociate and reorganize his inner psychological complexities and utilize his own capacities in a manner concordant with his own experiential life, to release the 1000 flowers of the soul i.e their massive potential, once freed from limiting beliefs.

The seemingly miraculous power of effecting therapeutic changes in the patient, results from an inner resynthesis of the patient's behavior achieved by the patient themselves, not from any 'magical power' on the part of the therapist.

Freud gave up on hypnosis as he was using direct suggestion, the results of which are always only a temporary relief from the symptoms. It is simply a response to the suggestion and does not entail that reassociation and reorganization of ideas, understandings and memories so essential for an actual cure. It is this experience of reassociating and reorganizing his own experiential life that eventuates in an actual cure.

For example, anesthesia of the hand may be suggested directly and a seemingly adequate response may be elicited. However, if the patient has not spontaneously interpreted the command to include a realization of the need for inner reorganization, that anesthesia will fail to meet clinical tests and will be a pseudo-anesthesia.

An effective anesthesia is better induced, for example, by initiating a train of mental activity within the patient himself by suggesting that he recall the feeling of numbness experienced after a local anesthetic, or after a leg or arm went to sleep, and then suggesting that he can now experience a similar feeling in his hand. By such an indirect suggestion the patient is enabled to go through those difficult inner processes of disorganizing, reorganizing, reassociating and projecting inner real experience to meet the requirements of the suggestion. Thus, the induced anesthesia becomes a part of his experiential life, instead of a simple, superficial response. The chronic alcoholic can be induced by direct suggestion to correct his habits temporarily, but not until he goes through the inner process of reassociating and reorganizing his experiential life can effective results occur.

The therapist merely stimulates the patient into activity, often not knowing what that activity may be, and then he guides the patient and exercises clinical judgment in determining the amount of work to be done to achieve the desired results. How to guide and to judge constitute the therapist's problem while the patient's task is that of learning through his own efforts to understand his experiential life in a new way. Such reeducation is, of course, necessarily in terms of the patient's life experiences, his understandings, memories, attitudes and ideas.

Therapeutic trance helps people sidestep their own learned limitations so that they can more fully explore and utilize their potentials. The hypnotherapist makes many approaches to altered states of functioning available to the patient. Most patients really cannot direct themselves consciously in trance experience because such direction can come only from their previously learned habits of functioning which are inhibiting the full utilization of their potentials. Patients must therefore learn to allow their own unconscious response potentials to become manifest during trance. The therapist, too, must depend upon the patient's unconscious as a source of creativity for problem-solving. The therapist helps the patient find access to this creativity via that altered state we call therapeutic trance. Therapeutic trance can thus be understood as a free period of psychological exploration wherein therapist and patient cooperate in the search for those hypnotic responses that will lead to therapeutic change.

Consciousness does not always recognize its own altered states. How often do we not recognize that we are actually dreaming? It is usually only after the fact that we recognize we were in a state of reverie or daydreaming. The inexperienced user of alcohol and psychedelic drugs must also learn to recognize and then go with the altered state in order to enhance and fully experience its effects. Since therapeutic trance is actually only a variation of the common everyday trance or reverie that everyone is familiar with but does not necessarily recognize as an altered state, some patients will not believe they have been affected in any way. For these patients, in particular, it is important to ratify trance as an altered state. Without this proof the patient's negative attitudes and beliefs can frequently undo the value of the hypnotic suggestion and abort the therapeutic process that has been initiated.

Trance experience is highly individualized, patients will manifest these indicators in varying combinations as well as in different degrees.

COMMON INDICATORS OF TRANCE EXPERIENCE

Autonomous Ideation and Inner Respiration Experience Swallowing
 Startle reflex Balanced Tonicity (Catalepsy) Body Immobility Objective
 and Impersonal Ideation Body Reorientation After Trance Psychosomatic
 Responses Changed Voice Quality Pupillary Changes Comfort, Relaxation

Response Attentiveness Economy of Movement Sensory, Muscular Body Changes (Paresthesias) Expectancy Slowing Pulse Eye Changes and Closure Spontaneous Hypnotic Phenomena Facial Features Smooth Relaxed Amnesia Anesthesia Feeling Distanced or Dissociated Body Illusions Catalepsy Feeling Good After Trance Regression Time Distortion Literalism etc. Loss or Retardation of Reflexes Time Lag in Motor and Conceptual Blinking Behavior

Spontaneous development of hypnotic phenomena such as age regression, anesthesia, catalepsy, and so on as more genuine indicators of trance than when these same phenomena are suggested. When they are directly suggested, we run into the difficulties imposed by the patient's conscious attitudes and belief system. When they come about spontaneously, they are the natural result of the dissociation or reorganization of the patient's usual frames of reference and general reality orientation which is characteristic of trance.

Regression is not a fundamental characteristic of trance, although it is often present as an epiphenomenon of the early stage of trance development, when patients are learning to give up their usual frames of reference and modes of functioning. In this first stage of learning to experience an altered state, many uncontrolled things happen, including spontaneous age regression, paresthesias, anesthetics, illusions of body distortion, psychosomatic responses, time distortion, and so on. Once patients learn to stabilize these unwanted side reactions, they can then allow their unconscious minds to function freely in interacting with the therapist's suggestions without some of the limitations of their usual frames of reference.

hypnotherapeutic work does not require a dramatic experience of classical hypnotic phenomena, it is even more important that the therapist learn to recognize the minimal manifestations of trance as alterations in a patient's sensory-perceptual, emotional, and cognitive functioning. A valuable means of evaluating these changes is in the use of ideomotor and ideosensory signaling (Erickson, 1961; Cheek and Le Cron, 1968). An experience of trance as an altered state can be ratified by requesting any one of a variety of ideomotor responses as follows:

If you have experienced some moments of trance in our work today, your right hand (or one of your fingers) can lift all by itself.

If you have been in trance today without even realizing it, your head will nod yes (or your eyes will close) all by itself.

The existence of a therapeutic change can be signaled in a similar manner.

If your unconscious no longer needs to have you experience (whatever symptom), your head will nod.

Your unconscious can review the reasons for that problem, and when it has given your conscious mind its source in a manner that is comfortable for you to discuss, your right index finger can lift all by itself.

Some subjects experience ideosensory responses more easily than other subjects. They may thus experience a feeling of lightness, heaviness, coolness, or prickliness in the designated part of the body.

In requesting such responses we are presumably allowing the patient's unconscious to respond in a manner that is experienced as involuntary by the patient. This involuntary or autonomous aspect of the movement or feeling is an indication that it comes from a response system that is somewhat dissociated from the patient's habitual pattern of voluntary or intentional response. The patient and therapist thus have indication that something has happened independently of the patient's conscious will. That something may be trance or whatever therapeutic response was desired.

An uncritical view of ideomotor and ideosensory signaling takes such responses to be the true voice of the unconscious. At this stage of our understanding we prefer to view them as only another response system that must be checked and crossed-validated just as any other verbal or nonverbal response system. We prefer to evoke ideomotor responses in such a manner that the patient's conscious mind may not witness them (for example, having eyes closed or averted when a finger or hand signal is given). It is very difficult, however, to establish that the conscious mind is unaware of what response is given and that the response is in fact given independently of conscious intention. Some patients feel that the ideomotor or ideosensory response is entirely on an involuntary level. Others feel they must help it or at least know ahead of time what it is to be.

A second major use of ideomotor and ideosensory signaling is to help patients restructure their belief system. Doubts about therapeutic change may persist even after an extended period of exploring and dealing with a problem in trance. These doubts can often be relieved when the patient believes in ideomotor or ideosensory responses as an independent index of the validity of therapeutic work. The therapist may proceed, for example, with suggestions as follows:

If your unconscious acknowledges that a process of therapeutic change has been initiated, your head can nod.

When you know you need no longer be bothered by that problem, your index finger can lift, or get warm [or whatever].

In such usage there is value, of course, in having the patient's conscious mind recognize the positive response. The more autonomous or involuntary the ideomotor or ideosensory response, the more convincing it is to the patient.

At the present time we have no way of distinguishing when an ideomotor or ideosensory response is (1) a reliable and valid index of something happening in the unconscious (out of the patient's immediate range of awareness), or (2) simply a means of restructuring a conscious belief system.

Therapeutic trance is a means by which we help patients learn to use their mental skills and potentials to achieve their own therapeutic goals. Note how Erickson would 'cure' some symptom, or provide relief, but then Erickson would pursue deeper structural changes in the person, i.e the symptom brings them to therapy, where they have the chance to resolve much deeper, systemic issues, of which the symptom was an expression, i.e symptomatic of.

Rapport

Response Attentiveness

Assessing Abilities to Be Utilized

Facilitating Therapeutic Frames of Reference

Creating Expectancy

Therapeutic trance is a period during which the limitations of one's habitual frames of reference are temporarily altered so that one can be receptive to more adequate modes of functioning. While the experience of trance is highly variable, the overall dynamics of therapeutic trance and suggestion could be outlined as a five-stage process: (1) Fixation of attention; (2) depotentiating habitual frameworks; (3) unconscious search; (4) unconscious processes; (5) therapeutic response.

The utilization approach and the indirect forms of suggestion are the two major means of facilitating these overall dynamics of therapeutic trance and suggestion. The utilization approach emphasizes the continual involvement of each patient's unique repertory of abilities and potentials, while the indirect forms of suggestion are the means by which the therapist facilitates these involvements.

We believe that the induction and maintenance of therapeutic trance provides a special psychological state in which patients can reassociate and reorganize their inner experience so that therapy results from an inner resynthesis of their own behavior.

Ratifying the process of therapeutic change is an integral part of our approach to hypnotherapy. This frequently involves a special effort to help patients recognize and validate their altered state. The therapist must develop special skills in learning to recognize minimal manifestations of altered functioning in sensory-perceptual, emotional, and cognitive processes. Ideomotor and ideosensory signaling are of special use as an index of therapeutic change as well as a means of facilitating an alteration of the patient's belief system.

New observational skills are the first stage in the training of the hypnotherapist. One needs to learn to recognize the momentary variations in another's mentation. These skills can be developed by training oneself to carefully observe the mental states of people in everyday life as well as in the consulting room. There are at least four levels, ranging from the most obvious to the more subtle.

1. Role relations
2. Frames of reference
3. Common everyday trance behaviors
4. Response attentiveness

1. Role relations: Carefully note the degree to which individuals in all walks of life are caught within roles, and the degrees of flexibility they have in breaking out of their roles to relate to you as a unique person. For example, to what degree are the clerks at the supermarket identified with their roles? Notice the nuances of voice and body posture that indicate their role behavior. Does their tone and manner imply that they think of themselves as an authority to manipulate you, or are they seeking to find out something about you and what you really need? Explore the same questions with police, officials of all sorts, nurses, bus drivers, teachers, etc.

Frames of reference: To the above study of 'role relations' add an inquiry into the dominant frames of reference that are guiding your subject's behavior. Is the bus or taxicab driver more dominated by a safety frame of reference? Which of the store clerks is more concerned with securing his present job and which is obviously bucking for a promotion? Is the doctor more obviously operating within a financial or therapeutic frame of reference?

Common everyday trance behavior: Table 1 can be a guide as to what to look for in evaluating a person's everyday trance behavior. Even in ordinary conversation one can take careful note of those momentary pauses when the other person is quietly looking off into the distance or staring at something, as he or she apparently reflects inward. One can ignore and actually ruin these precious moments when the other is engaged in inner search and unconscious processes by

talking too much and thereby distracting the person. How much better simply to remain quiet oneself and carefully observe the individual manifestations of the other's everyday trance behavior. Notice especially whether the person's eye blink slows down or stops altogether. Do the eyes actually close for a moment? Does the body not remain perfectly immobile, perhaps even with limbs apparently cataleptic, fixed in mid-gesture?

Watching for these moments and pauses is especially important in psychotherapy. The authors will themselves sometimes freeze in mid-sentence when they observe the patient going off into such inward focus. We feel what we are saying is probably less important than allowing the patient to have that inward moment. Sometimes we can facilitate the inner search by simply saying things such as:

That's right, continue just as you are.

Follow that now.

Interesting isn't it?

Perhaps you can tell me some of that later.

After a while patients become accustomed to this unusual tolerance and reinforcement of their inner moments; the pauses grow longer and become what we would call therapeutic trance. The patients then experience increasing relaxation and comfort and may prefer to respond with ideomotor signals as they give increasing recognition to their trance state.

Response Attentiveness: This is the most interesting and useful of the trance indicators. The junior author can recall that lucky day when a series of three patients seen individually on successive hours just happened to manifest a similar wide-eyed look of expectancy, staring fixedly into his eyes. They also had a similar funny little smile (or giggle) of wistfulness and mild confusion. That was it! Suddenly he recognized what the senior author had been trying to teach him for the past five years: Response attentiveness! The patients may not have realized themselves just how much they were looking to the junior author for direction at that moment. That was the moment to introduce a therapeutic suggestion or frame of reference! That was the moment to introduce trance either directly or indirectly! The junior author can recall the same slight feeling of discomfort with each patient at that moment. The patient's naked look of expectancy bespoke a kind of openness and vulnerability that is surprising and a bit disconcerting when it is suddenly encountered. In everyday situations we tend to look away and distract ourselves from such delicate moments. At most we allow ourselves to enjoy them briefly with children or during loving encounters. In therapy such creative moments are the precious openers of the yes set and

positive transference. Hypnotherapists allow themselves to be open to these moments and perhaps to be equally vulnerable as they offer some tentative therapeutic suggestions. More detailed exercises on the recognition and utilization of response attentiveness will be presented at the end of Chapter Three.

Direct and Indirect Suggestion

A direct suggestion makes an appeal to the conscious mind and succeeds in initiating behavior when we are in agreement with the suggestion and have the capacity actually to carry it out in a voluntary manner.

Many famous people have described how their conscious search for a solution, idea, or memory ends up being completed by an unconscious process after they have 'given up', consciously, and began working on other problems, or doing something entirely unconnected to the problem they were working on a.k.a 'eureka moments' ... often after months or years...like suddenly 'remembering' that name that was 'on the tip of your tongue' but which you could not pull into conscious recollection.

Experimental data indicates that an unconscious search (for the solution, memory, idea, etc consciously sought, then abandoned) continues at the rate of approximately thirty items per second even after the conscious mind has gone on to other matters.

If consciousness is unable to carry out a direct suggestion, e.g we explain how irrational it is to fear flying more than showering, but the 'logic' doesn't change the symptoms, a therapeutic effort to initiate an unconscious search for a solution by indirect suggestion can be initiated.

Where the person acts on the suggestion, their behavior a subjective response synthesized within the patient that utilizes the patient's unique repertory of life experiences and learning. It is not what the therapist says but what the patient does with what is said that produces the therapeutic benefits. The words of the therapist evoke a complex series of complex UNCONSCIOUS internal responses within the patient. They become aware of the product of these subconscious processes when their symptoms improve / disappear etc.

Traditional forms of direct suggestion involved repeating the same suggestion over and over, and were directed to programming or deeply imprinting the mind with one fixed idea, prove useful in advertising, propaganda, COUETISM?

Whereas Erickson's INTERSPERSAL approach avoids repetition of terms, instead repeating the IDEA in different forms, many times in a single sentence, to

trigger associations in the patient i.e that their own subconscious will generate / connect / relate.

For Example, by interspersing variables of the word 'free', such as 'Feel free to freely express yourself', can trigger associations that allow the person to overcome inhibitions, suppressed and repressed desires, etc...so that they feel free to express things they really want to, but felt unable to... interspersing words and concepts suggestive of comfort can produce pain relief is achieved without the formal induction of trance...

Indirect Associative Focusing

The easiest way to help patients talk about their mothers is to talk about your own mother or mothers in general. A natural indirect associative process is thereby set in motion within patients that brings up apparently spontaneous associations about their mothers. Since we do not directly ask about *their* mother, the usual limitations of conscious sets and habitual mental frameworks (including psychological defenses) that such a direct question might evoke are bypassed. NLP uses the term transderivational process, to describe this i.e the person identifies with the character in the story as their own mother, their own relationship etc.

Erickson would frequently intersperse remarks or tell a number of stories and anecdotes in seemingly casual conversation. Even when his stories appear unrelated, however, they all have a common denominator or common focused association which he hypothesizes to be a relevant aspect of the patient's problem. Patients may wonder why the therapist is making such interesting but apparently nonrelevant conversation during the therapy hour. If the common, focused association is in fact a relevant aspect of their problem, however, patients will frequently find themselves talking about it in a surprisingly revelatory manner. If the therapist guessed wrong, nothing is lost. The patient will simply not talk about the focused association because there is no particular recognition and contribution within the patient's own associative processes to raise it to the verbal level

This avoids therapists projecting / ascribing / imposing their own definitions, assumptions, beliefs about what the person's problem/s is/are. They can speculate, and test out these notions on the client, without any fear of transference occurring. If the focused association is of value to patients, their own unconscious processes of search and evaluation will permit them to recognize it as an aspect of their problem and utilize it in their own way to find their own solutions.

Ideodynamic responsiveness is the view that ideas can be transformed into movements, sensations, perceptions, emotions, and so on, independent of conscious intentionality.

When Erickson addressed professional groups about hypnotic phenomena he frequently interspersed interesting case histories and told stories about hand levitation or hallucinatory sensations. These vivid illustrations initiated a natural process of ideomotor and ideosensory responsiveness within the listeners without their being aware of it. When he then asked for volunteers from the audience for a demonstration of hypnotic behavior, they were primed for responsiveness by ideodynamic processes that were already taking place within them in an involuntary manner on an unconscious level.

When confronted with a resistant subject we can surround him with one or more good hypnotic subjects to whom we direct our hypnotic suggestions. A process of indirect ideodynamic responsiveness takes place automatically within the resistant subject as he listens to the suggestions and observes the responses of others. He is soon surprised at how the hypnotic atmosphere effects him so that he becomes much more responsive than before.

In the context of a number of anecdotes and stories about how others have learned to experience phantom pleasure instead of pain, interspersed indirect ideodynamic suggestions such as the above begin automatically to initiate unconscious searches and processes that will lead to the amelioration of phantom pain even without the formal induction of trance.

The basic unit of ideodynamic focusing is the truism: a simple statement of fact about behavior that the patient has experienced so often that it cannot be denied. In most of our case illustrations it will be found that the senior author frequently talks about certain psychophysiological processes or mental mechanisms as if he were simply describing objective facts to the patient. Actually these verbal descriptions can function as indirect suggestions when they trip off ideodynamic responses from associations and learned patterns that already exist within patients as a repository of their life experience

When attention is fixed and focused in trance so that some of the limitations of the patient's habitual mental sets are depotentiated, however, the following truisms may actually trip off a literal and concrete experience of the suggested behavior, which is printed in italics.

Ideomotor Processes

Most people can experience *one hand as being lighter than another*.

Everyone has had the experience *of nodding their head yes or shaking it no even without realizing it*.

When we are tired, *our eyes begin to blink slowly and sometimes close* without our quite realizing it.

Sometimes as we relax or go to sleep, a muscle will twitch so that *our arm or leg makes a slight involuntary movement*.

Ideosensory Processes

You already know how to experience pleasant sensations like the *warmth* of the sun *on your skin*.

Most people enjoy the *refreshing coolness* of a light breeze.

Some people can imagine their favorite food so well they can actually *taste it*.

The salt and *smell* of a light ocean breeze is pleasant to most people.

Ideoaffective Processes

Some people *blush easily when they recognize certain feelings* about themselves.

It's easy to *feel anger and resentment* when we are made to feel foolish. We usually *frown when we have memories that are all too painful to remember*.

Most of us try to avoid *thoughts and memories that bring tears*, yet they frequently deal with the most important things.

We have all enjoyed noticing someone *smile at a private thought* and we frequently find ourselves *smiling at their smile*.

In formulating such ideoaffective suggestions it is helpful to include a behavioral marker (blush, frown, tears, smile) whenever possible, to provide some possible feedback to the therapist about what the patient is receiving and acting upon.

Ideocognitive Processes

We know that when you are asleep your unconscious can *dream*. You can *easily forget* that dream when you awaken.

You can sometimes *remember* one important part of that dream that interests you.

We can sometimes know a name and have it on the tip of our tongue and *yet not be able to say* the name.

Truisms Utilizing Time

In hypnotherapeutic work truisms utilizing time are very important because there is frequently a time lag in the execution of hypnotic responses. The stages of

unconscious search and processes leading to hypnotic responses require varying lengths of time in different patients. It is usually best to permit the patient's own unconscious to determine the appropriate amount of time required for any response.

Sooner or later your hand is going to lift (eyes close, or whatever).

Your headache (or whatever) can *now* leave *as soon* as your system is ready for it to leave.

Your symptom can *now* disappear *as soon* as your unconscious knows you can handle (such and such) problem in a more constructive manner.

Not Knowing, Not Doing

Valid hypnotic experience involves the utilization of unconscious processes. A basic aspect of therapeutic trance is to arrange circumstances so that constructive mental processes are experienced in taking place by themselves without the patient making any effort to drive or direct them. When one is relaxed, as is typical of most trance experiences, the parasympathetic system physiologically predisposes one *not to do* rather than to make any active effort of doing. Similarly when we are relaxed and the unconscious takes over, we usually feel comfortable and *do not know* how the unconscious carries out its activities. Not knowing and not doing are synonymous with the unconscious or autonomous responsiveness that is the essence of trance experience. An attitude of not knowing and not doing is therefore of great value in facilitating hypnotic responsiveness. This is particularly true during the initial stages of trance induction, where the following suggestions may be appropriate.

You don't have to talk or move or make any sort of effort. You don't even have to hold your eyes open.

You don't have to bother trying to listen to me because your unconscious can do that and respond all by itself.

People can sleep and not know they are asleep.

They can dream and not remember that dream.

You don't know just when those eyelids will close all by themselves.

You may not know just which hand will lift first.

You don't really know just how your unconscious will help you resolve that problem. But your conscious mind can be receptive to the answer when it does come.

Your conscious mind surely has many questions, but it does not really know just when the unconscious will let you give up that undesirable habit. You don't know if it will be sooner or later. You don't know if it will be all at once or slowly, by degrees. Yet you can learn to respect your own natural way of doing things.

Open-Ended Suggestions

Human predispositions and potentialities are too complex to assume that anyone could possibly know ahead of time just what is the most creative approach to the new that continually overtakes us. One view of maladjustment is that we attempt to impose old views and solutions into changed life circumstances where they are no longer appropriate.

The openended suggestion permits self-determination. When patients are in trance, the openended suggestion permits the unconscious to select the most appropriate means of carrying out a therapeutic response.

We all have potentials we are unaware of, and we usually don't know how they will be expressed.

Your mind can review more feelings, memories, and thoughts related to that problem, but you don't know yet which will be most useful for solving the problem you are coping with.

You can find yourself ranging into the past, the present, or the future as your unconscious selects the most appropriate means of dealing with that.

He doesn't know what he is learning, but he is learning. And it isn't right for me to tell him, you learn this or you learn that! Let him learn whatever he wishes, in whatever order he wishes.

Open-ended suggestions carry a strong implication that a therapeutic response will be forthcoming.

Covering All Possibilities of a Class of Responses

Vagueness, suggestions covering *all* possibilities of a class of responses, will ensure you get *some* response that can validate the process, and start a cycle of self-fulfilling expectations re: efficacy of trance inductiong and power of unconscious to realise desired outcomes.

Soon you will find a finger or a thumb moving a bit, perhaps by itself. It can move up or down, to the side or press down. It can be slow or quick or perhaps not move at all. The really important thing is to sense fully whatever feelings develop.

All possibilities of finger movement have been covered, including the possibility of not moving at all. The suggestion is thus fail-safe. The patient is successful no matter what response develops

The same approach can be used when the patient has experienced therapeutic trance and is ready to deal with a problem.

Soon you will find the weight problem being dealt with by eating more or less of the right foods you can enjoy. You may first gain weight or lose it or remain the same for a while *as you learn the really important things about yourself*.

This gives the unconscious the opportunity to determine which of the response possibilities (not in italics) will be expressed. It suggests / evokes a deeper search, in italics, to find the source of the overeating symptom.

Research suggests that the human brain, when questioned, continues an exhaustive search throughout its entire memory system on an unconscious level even after it has found an answer that is apparently satisfying on a conscious level.

It is traditional to 'sleep on problem', and wake up with fresh insights or solutions.

The Socratic method of education, asking a student a series of questions intended to direct their thoughts to a particular conclusion, is a classical illustration of using questions as initiators of mental processes.

Which question you ask can determine the answer you get, by getting your interlocutor to focus on something in particular, to the exclusion of other things, thus biasing their attention and their answer in a particular direction. If you ask for what is similar between X and Y, they will 'search for' similarities. Ask them for differences between X and Y, and they will focus on differences.

Apparently different responses / symptoms / behaviors can share common denominators, etiologies etc.

MHR By asking a question they normally do NOT ask themselves, or no-one else asks them, we direct / focus their attention to things always there, but which they have glossed over. They suddenly 'see' things always there. But the way in

which they thought, placed it outside of their awareness / consciousness. 'A-ha', surprise moments, eureka moments...simply by reframing the context...

Questions in Trance Induction

Questions act as indirect forms of suggestion when they cannot be answered by the conscious mind. They activate unconscious processes and initiate autonomous responses, the essence of trance behavior. a series of questions are commonly used to initiate and deepen trance eye fixation or hand levitation.

Questions go from ones that could be consciously answered, and progress until the final questions in a series can only be answered unconsciously or autonomously. The questions MUST incorporate and utilize the patient's ongoing behavior during the sessions.

The aim is to move towards the situation where they are focused intensely within themselves wondering about how they will respond, rather than verbally answering. This implies that a dissociation is taking place between their conscious thinking (with its sense of control) and their apparently autonomous responses to the therapist's questions.

MHR this validates the idea of hypnotism i.e that the person can respond to suggestions without their conscious involvement. This transfers power of suggestion to the therapist, and self-fulfilling placebo effects etc, and establishes the belief / idea that the therapist can initiate unconscious problem solving processes that will eliminate the symptoms / solve the underlying problems etc...

Eye Fixation

1. 1. 1. Would you like to find a spot you can look at comfortably? 2. 2. 2. As you continue looking at that spot for a while, do your eyelids want to blink? 3. 3. 3. Will those lids begin to blink together or separately? 4. 4. 4. Slowly or quickly? 5. 5. 5. Will they close all at once or flutter all by themselves first? 6. 6. 6. Will those eyes close more and more as you get more and more comfortable? 7. 7. 7. That's fine. Can those eyes now remain closed as your comfort deepens like when you go to sleep? 8. 8. 8. Can that comfort continue more and more so that you'd rather not even try to open your eyes? 9. 9. 9. Or would you rather try and find you cannot? 10. 10. 10. And how soon will you forget about them altogether because your unconscious wants to dream? (Therapist can observe slight eyeball movements as the patient's closed eyes follow changes on the inner dream scene.)

This series begins with a question that requires conscious choice and volition on the part of the patient and ends with a question that can only be carried out by unconscious processes. An important feature of this approach is that it is fail-safe

in the sense that any failure to respond can be accepted as a valid and meaningful response to a question. Another important feature is that each question suggests an observable response that gives the therapist important information about how well the patient is following suggestions. These observable responses are also associated with important internal aspects of trance experience and can be used as indicators of them.

If there is a failure to respond adequately, the therapist can go on with a few other questions at the same level until responsive behavior is again manifest, or the therapist can question patients about their inner experience to explore any unusual response patterns or difficulties they may have. It is not uncommon for some patients, for example, to open their eyes occasionally even after it is suggested that they will remain closed. This seems to be an automatic checking device that some patients use without even being aware of it. It does not interfere with therapeutic trance work. The question format thus gives each patient's own individuality an opportunity to respond in a therapeutically constructive manner. These features are also found in the handlevitation approach.

Hand Levitation

1. 1. Can you feel comfortable resting your hands gently on your thighs? [As therapist demonstrates] That's right, without letting them touch each other. 2. 2. Can you let those hands rest ever so lightly so that the fingertips just barely touch your thighs? 3. 3. That's right. As they rest ever so light, do you notice how they tend to lift up a bit all by themselves with each breath you take? 4. 4. Do they begin to lift even more lightly and easily by themselves as the rest of your body relaxes more and more? 5. 5. As that goes on, does one hand or the other or maybe both continue lifting even more? 6. 6. And does that hand stay up and continue lifting higher and higher, bit by bit, all by itself? Does the other hand want to catch up with it, or will the other hand relax in your lap? 7. 7. That's right. And does that hand continue lifting with these slight little jerking movements, or does the lifting get smoother and smoother as the hand continues upward toward your face? 8. 8. Does it move more quickly or slowly as it approaches your face with deepening comfort? Does it need to pause a bit before it finally touches your face so you'll know you are going into a trance? And it won't touch until your unconscious is really ready to let you go deeper, will it? 9. 9. And will your body automatically take a deeper breath when that hand touches your face as you really relax and experience yourself going deeper? 10. 10. That's right. And will you even bother to notice the deepening comfortable feeling when that hand slowly returns to your lap all by itself? And will your unconscious be in a dream by the time that hand comes to rest?

Questions Facilitating Therapeutic Responsiveness

Questions can be combined with not knowing and with open-ended suggestions.

And what will be the effective means of losing weight? Will it be because you simply forget to eat and have little patience with heavy meals because they prevent you from doing more interesting things? Will certain foods that put on weight no longer appeal to you for whatever reasons? Will you discover the enjoyment of new foods and new ways of preparing them and eating so that you'll be surprised that you did lose weight because you really didn't miss anything?

The last question in this series is an illustration of how compound questions can be built up with and and so to facilitate whatever tendency is most natural for the patient.

Ambiguity can depotentiate the patient's learned limitations so new possibilities may be experienced. Lawyers like to befuddle, confuse, and trick witnesses into agreeing with the lawyer etc, using ambiguity to suggest responses favorable to the lawyer's argument. 'Leading the witness' is a common 'objection' made by opponents to judges, to have a line of questioning removed from the record and 'not allowed', the jury told to 'ignore the previous comments'.

A compound suggestion is made up of two statements joined together with a grammatical conjunction or with a slight pause that places them in close association. The implication is that they are related, the one supporting the other.

Five classes of compound suggestion have been of particular use in hypnotherapy: (a) the yes set and reinforcement, (b) contingency, (c) apposition of opposites, (d) the negative, and (e) shock, surprise, and creative moments.

Other more complicated strategies include indirect suggestion such as implication, binds, and double binds.

Linguistic joining and separating expressions can be used to suggest an association, or a dissociation, in the listeners mind / consciousness / awareness.

While there is no deterministic means of manipulating mental processes and controlling behavior with indirect forms of suggestion, we *can* use language to explore and facilitate response potentials in our interlocutors.

The Yes Set and Reinforcement

MHR associate something clearly true with the suggestion you want to make, in a way that the suggestion seems a logical / necessary / easily accepted, corollary or conclusion or outcome of the truism /self-evidently true / correct / desirable first statement. Use words like 'so' and 'therefore', and 'and', as if the second follows naturally from the first. 'We are young and on holiday, with no

responsibilities, and the weather is so beautiful, (*so*) lets have sex'. The 'yes' / deisrableness/ agreeableness / mental 'yes' given in response to the first, gives MHR momentum to accepting the suggestion that follows. People want to retain the pleasant sensation of agreeableness, so are more likely to agree to the second, rather than if the suggestion itself was made alone.

Truisms are a means of opening a yes set to facilitate suggestion.

When the truism or positive and motivating association follows the suggestion, we have a means of reinforcing it.

Contingent Suggestions and Associational Networks

A useful form of compound statement occurs when we tie a suggestion to an ongoing or inevitable pattern of behavior. A hypnotic suggestion that may be difficult for a patient is easier when it is associated with behavior that is familiar. The hypnotic suggestion hitchhikes onto the natural and spontaneous responses that are well within the patient's normal repertory. The contingent suggestion is italicized in the following examples.

With each breath you *take you can become aware of the natural rhythms of your body and feelings of comfort that develop.*

As you continue sitting *there, you will find yourself becoming more relaxed and comfortable.*

As your hand *lowers, you'll find yourself going comfortably back in time to the source of that problem.*

As you mentally review the source of that *problem your unconscious can develop some tentative ways of dealing with it.*

And when your conscious mind recognizes a plausible and worthwhile *solution, your finger can lift automatically.*

When you feel ready to talk about *it, you'll find yourself awakening feeling refreshed and alert, with an appreciation of the good work you've been able to do.*

Apposition of Opposites

There is always a competing impulse / desire / objective / goal / motive e.g. tension and relaxation, motivation and inhibition, conscious and unconscious, eros and logos, thesis and antithesis, in all we feel and do. The balance of these is the final outcome / decision / action / belief that is expressed. MHR. Any movement of one muscle group requires another muscle group to oppose it / resist it, e.g muscles literally have to tighten and relax, to maintain our balance. Same goes with all our motives / desires .

As that fist gets tighter and *tense*, the rest of your body *relaxes*. As your right hand *lifts*, your left hand *lowers*.

As that *arm feels lighter* and lifts, your eyelids can feel *heavier* and *lower* until they are closed.

Similar suggestions can be formulated for virtually any of the opponent processes in the sensory, perceptual, affective, and cognitive realms.

As your forehead gets *cooler*, your hands can get *warmer*.

As your jaw becomes more and more *numb and insensitive*, notice how your left hand becomes more and more *sensitive*.

You can *experience* all your feelings about something that occurred at age X without being able to *remember* just what caused those feelings.

When you next open your eyes you will have an unusually clear *memory* of all that, but without *the feelings* you had then.

As you review that, you can now experience an appropriate balance of *thinking and feeling* about the whole thing.

Dissociation can be utilized to first help the patient very thoroughly experience both sides of an opponent system before they are brought together at a more adequate level of integration.

MHR Every belief is, at some level, opposed by a corresponding doubt...that is the nature of cybernetic feedback systems...science looks for doubt, faith avoids it...models and belief systems seek confirmation rather than contradiction, as this is more comforting...but if we can step out of the 'system' for a moment, the model, there is a chance of noticing / attending to / observing / seeing these contradictions...HUME showed how opposing emotions etc compete, and the stronger one takes the power / energy etc of the weaker...so we tend to go to extremes of either / or , love or hate, rather than put up with the discomfort of ambiguity...but ambiguity is the basis of confusion, and learning...we just need to break the habitual re-production of beliefs to allow a re-consideration...even re-

observation...to ALLOW our eyes to see, our ears to hear etc what is actually there, rather than what our models and maps tell us SHOULD be there...

Erickson was big on discharging **the negativity or resistance** (reactive inhibition) that builds up whenever a patient is following a series of suggestions. In everyday life we can recognize how people who are negative or resistant usually have a history of feeling they were imposed upon too much. Because of this they now want to have it their way! They resist being overdirected and very often do the opposite of what they believe others want them to do. This oppositional tendency, of course, is actually a healthy compensation for their early histories. Nature apparently wants us to be individuals, and many believe that the history of man's cultural and psychological development has been an effort to achieve ever-more-encompassing degrees of free, unfettered, and genuine self-expression.

After repeating some task (running a maze, solving certain problems of a similar nature) the subject, whether rat or man, appears less and less willing to repeat the task, and more easily accepts alternative pathways and other patterns of behavior. This favors the expression of new responses that can lead to new possibilities.

MHR evolution works on such 'hit and miss' 'binge and purge'...those species whose members express this are more 'creative' and 'adaptive'...and when the DNA plays the same game, spontaneously mutating, it is likely to produce more 'one in a billion' hits we know of as 'evolution' ... or if the cosmic rays 'damage' DNA in the same way, we get the same result, even if DNA itself is by nature totally stable.

Erickson believed that the simple expression of a negative by the therapist can often serve as a lightning rod to automatically discharge any minor inhibition and resistance that has been building up within the patient. Thus he will use such phrases as the following:

And you can, can you not? You can try, *can't* you? You *can't* stop it, can you? You will, *won't* you? You do, *don't* you? Why *not* let that happen?

Studies indicate that it is up to 30 percent more difficult to comprehend a negative than a positive. Thus the use of negatives can introduce confusion that tends to depotentiate a patient's limited conscious set so that inner work can be done.

The use of the negative is also related to another indirect form - not knowing and not doing. This use of the negative can be very usefully and casually introduced in contingent suggestions, such as the following that utilize the connective until.

You *don't* have to go into trance *until* you are really ready.

You *won't* take a really deep breath *until* that hand touches your face.

You *won't* really know just how comfortable you can be in trance *until* that arm slowly lowers all the way down to rest on your lap.

And you really *don't* have to do [therapeutic response] *until* [Inevitable behavior in patient's near future].

You *won't* do it *until* your unconscious is ready.

MHR thus you 'agree' with the resistance, not to do something, but then use the momentum of agreeableness, to 'sleight of mouth' the suggestion in at the same time, like sneaking in behind someone who has just entered a door with their key / password etc. You have them agree with 'can't', 'won't', 'don't', and then they find themselves agreeing with 'UNTIL' something else that is bound to happen soon. So you satisfy both the resistance, and the naturally latent opposite, acceptance, also employing a conscious-unconscious double bind, so that accepting the first i.e rejecting / resisting, means you have unaccountably also accepted the second, that you in fact WILL do what you just agreed to resist / not do.

Shock, Surprise, and Creative Moments MHR ZEN

A shock surprises patients' habitual mental frameworks so their usual conscious sets are depotentiated and there is a momentary gap in the habitual re-production of patterned behaviors, responses, 'beliefs' i.e a BARDOT...where the person is HERE NOW... and the unconscious is free to search for alternative beliefs / responses / habits / solutions to the 'problems' and 'stimuli' and 'triggers' currently anchored / fixed / idolized / dogmatized in the dysfunctional / limited responses / beliefs / habits of thought and behavior.

Shock and surprise can sometimes precipitate autonomic reactions that are normally not under voluntary control. At a delicate moment in a conversation one sometimes blushes in an uncontrolled manner when unconscious emotional processes are touched upon. If a person is not blushing during such an unguarded moment, one can frequently precipitate a blushing response by simply asking, Why are you blushing? This question - as an indirect form of suggestion administered during the delicate (potentially creative) moment when the listener's habitual mental frameworks are in nascent flux - evokes the suggested autonomic processes easily.

In everyday life a loud noise may startle us so that we freeze, momentarily inhibiting all body movement; we are thrown into a momentary trance as the unconscious races for a means of comprehending what is happening. The answer may flash that it was only a car backfiring, and we relax. But if in that precise

moment someone yells the suggestion, bomb! we almost certainly will flinch, look around in panic, or fall to the ground to protect ourselves. Daily life is filled with less dramatic examples of unexpected shocks that startle and surprise and perhaps lead to a double-take, where we have to look back or go over that again to comprehend what is really going on. We could theorize that foul language is actually a form of shock that has developed in most cultures to startle the listeners so they will be more available to what is being said and be more readily influenced by it.

If nothing satisfactory comes forth during such a BARDOT, the therapist can make suggestions as further stimuli during the 'break', to try to catalyze a therapeutic response.

Momentary shock can be generated in therapeutic dialogue by interspersing shock words, taboo concepts, and emotions. Words like *sex*, *secrets*, and *whispering* momentarily fix attention, and the listener is more receptive. A momentary pause after the shock allows an inner search to take place. It can be followed by reassurance or an appropriate suggestion.

Your *sex* life

[Pause]

just what you need to know and understand about it.

Secretly what you want

[Pause]

is most important to you.

You may get *divorced*

[Pause]

unless you both really learn to get what you need in the relationship.

In each of these examples the shock in italics initiates an inner search that can lead to the expression of an important response during the pause. The therapist learns to recognize and evaluate the nonverbal body reactions to such psychological shock. If there are indications that the patient has become preoccupied with the inner search, the therapist simply remains quiet until the patient comes forth with whatever material has been stimulated. If there are no indications of material coming from the patient, the therapist ends the pause with a reassurance or suggestion, as illustrated above. The most effective initiators of

shock utilize the patient's own frames of reference, taboos, and needs for a break out of the old so that a creative reorganization can take place.

Implication and the Implied Directive

It is not what the therapist says that is important but what the patient hears. That is, the words of the therapist only function as stimuli that set off many personal trains of association within the patient. It is these personal trains of association within the patient that actually function as a major vehicle for the therapeutic process.

Implication is formed verbally by the If. . . then phrase.

If you sit down then you can go into trance.

Now *if* you uncross your legs and place your hands comfortably on your lap, *then* you will be ready to enter trance.

When a person then sits down, uncrosses their legs, places their hands in their laps, they have intrinsically also agreed to go into trance. By association. By the logic. Like MHR you help / harm people you love / hate, so if you have just harmed / helped someone, you MUST love them...that only makes sense...

MHR N.B entire process of trance requires these props / conditions / situations because we cannot automatically put ourselves into trance by force of conscious will...otherwise we would just say to ourselves...I will now enter a deep trance...but muscle memory etc means that if we practice, starting with help, at achieving trance, after many successful experiences, we CAN more or less consciously enter deep trance, like those Buddhist monks on fire...

We cannot even consciously will sleep. In fact doing so often keeps us awake. What we CAN do is prepare ourselves to go to sleep, and trust in our unconscious to do the rest. If we set up routines, as in children, then our internal clocks etc will be calibrated to different activities at different times. We can learn to associate sleep with brushing our teeth, a bedtime story, lights out, laying in bed. And then we can go through these actions, which have become 'anchored' with 'time to get sleepy and fall asleep', and thus will be triggered by these routine actions...and so we can 'program' ourselves for sleep and 'initiate sleep cycles' by carrying out the behaviors associated with / anchored to 'going to sleep'. If we only 'sleep' in bed, then just laying down in bed can 'trigger' the sleep induction.

The words of interlocutors evoke all sorts of associations in their interlocutors/ listeners. The *implications* of what is said / heard are more potent as suggestions than what is being said directly. In a public conversation the participants are frequently inhibited, and respond with associations that are nothing more than

cliches. In a more personal interaction, such as hypnotherapy, the participants have license to respond with their more intimate or idiosyncratic associations. In such personal interactions we are sometimes surprised at what associations and feelings we experience. Freud employed such 'word associations' and these have become synonymous with psychotherapy. When our conscious mind is surprised in this manner, the therapy has been successful in facilitating an expression of our individuality that we were not previously aware of. Such as an infantile desire to kill father and sexually possess mother! And the repressed guilt / fear that goes with such impulses, and how it has become manifest in the person's current symptoms / problems.

Your own memories, images, and feelings are now more important to you in this state ...is an invitation to shut out external impressions, as you are not in this special state called trance.

We are usually not aware of the moment when we fall asleep and sometimes are not even aware that we slept.

MHR This is a truism we can all agree to, and logically it follows that as this is true, the falling into a trance state may be similar. This acts to depotentiate the limiting sets of consciousness, which might normally resist the very idea that trance is real, and assert 'nothing is happening, I am NOT falling into a trance state'. But now ANY odd feeling can be interpreted / defined as part of a process of falling into trance...any such impression is invited / suggested by the therapist to be so interpreted, producing a self-fulfilling chain of reinforced expectations that 'I will fall into trance' as 'I am currently entering a trance state'. The person is thus willing to define any actions as 'automatic' and 'unconscious' indications of trance being entered. And to define anything experienced as 'beyond conscious control' i.e a product of the unconscious...the POWER of the unconscious mind...and thus the THERAPEUTIC power of the unconscious / trance state.

Now you know you do many things all day long without being aware of them. Your heart just beats along without any help or conscious direction from you. Just as you usually breathe without being aware of it. And even when you walk, your legs seem to move by themselves and take you wherever you want to go. And your hands do most of the things you want them to do without your saying Now hands do this, now hands do that. Your hands work automatically for you, and you usually don't have to pay attention to them. Even when you speak, you do it automatically, you don't have to be consciously aware of how to pronounce each word. You can speak without even knowing it. You know how to do it automatically without even thinking about it. Also, when you see or hear things or when you touch or feel things, they work automatically without you having to be conscious of

them. They work by themselves and you don't have to pay attention. They just take care of themselves without your having to be bothered about them.

The Implied Directive

The implied directive has three recognizable parts:

1. 1. 1. a time-binding introduction;
2. 2. 2. the implied suggestion that takes place within the patient;
3. 3. 3. behavioral response that signals when the implied suggestion has been accomplished.

Thus, as soon as

1. 1. 1. the time-binding introduction

your unconscious has reached the source of that problem,

2. 2. 2. the implied suggestion initiating an unconscious search taking place within the patient

your finger can lift.

3. 3. 3. the behavioral response that signals when the implied suggestion has been accomplished.

As can be seen from this illustration, the implied directive is an indirect form of suggestion that initiates inner search and unconscious processes and then lets us know when a therapeutic response has been accomplished. MHR gives us feedback / so we know they have done what we asked.

Implied directives

When you have found a feeling of relaxation and comfort, your eyes close all by themselves.

So when their eyes close, we know they have accessed this state.

As that comfort deepens, your conscious mind can relax while your unconscious reviews the nature of the problem. And when a relevant and interesting thought reaches your conscious mind, your *eyes* will open as you carefully consider it.

So when they open their eyes, we will know that their UNCONSCIOUS has done its therapeutic work, and communicated / shared the results with the conscious mind.

Binds and Double Binds

Precisely what these are, and thus how to formulate them, is unknown. But we can still use them heuristically.

A bind offers a patient a free, conscious choice between two or more alternatives, BOTH of which, leads the person in the same direction, in our case, a therapeutic one. In sales it would be one that increases sales. Damned if you do, damned if you don't, expresses the eternal conundrum that leads to 'the lesser of two evils' being the most desirable, while both outcomes are Undesirable.

Double binds relate to behaviors that are NOT part of a person's usual range of conscious, voluntary choice and control. There is no 'formula' for producing double binds as what is a bind or double bind for one person may not be for another.

We can utter 'O.K', but do so in ways that 'mean' very different things. By the verbal intonation, tone, pitch, delivery, and non-verbal indicators, it could mean we reluctantly agree, we enthusiastically agree, we feel obliged to agree, we feel we have no choice, we can express anger, impatience, joy, fear. We can use this facility for ambiguity / multiple meanings, to suggest something the conscious mind would normally reject as 'outside its realm of possibilities' i.e due to limiting beliefs / models / maps / fears etc.

MHR we are often tricked consciously by others, or unwittingly by our own beliefs / models / maps / internalized-identified limits, into doing something we do NOT consider a good choice, by it being the lesser of two evils, and these two evils being presented as the ONLY options...when in fact there are many others. We may even feel relief at having the second option offered to us, e.g. fates worse than death Vs death, and happily march to our death, feeling we have escaped something worse. When in reality the double bind offered has simply narrowed our search for solutions...it has blinkered us...thinking we may ONLY go left or right, we fail to realise we could turn around, or go straight ahead, up, or down. By pretending that the 'only alternative' is worse than what you want someone to agree to, you can trick them into agreeing to something they otherwise would never imagine agreeing to. Such as war. Such as giving up all their freedoms and rights, to avoid certain death from terrorists...when in fact there are millions of alternative options that would all meet the necessary and sufficient criteria / conditions for 'homeland security'. Etc

The above is a typical 'avoidance-avoidance' double bind. You rush into one option offered to avoid one you think worse. You would normally avoid BOTH, e.g. war, but are told you can either bomb women and children in Germany, or face a Nazi invasion of the U.S. Absurd as that fear is in reality, it is offered in a context where it is the only other alternative, and unless you realise how absurd

the threat is, e.g death by terrorist much less likely than death by falling in the shower, you fall for the trick.

The other double bind is the 'approach-approach' where 'you can't have your cake and eat it to'...you are tricked into believing that you cannot have BOTH freedom AND security. As if it is impossible to protect you from 'terrorists' by any other means than you submitting to the loss of ALL your privacy and freedoms.

The clinical art of utilizing these models of conflict is to recognize which tendency is dominant within a particular patient and then structure binds that offer only therapeutic alternatives of response. When we do not know which tendency is more predominant, we can offer general binds that are applicable to anyone, such as the following.

Would you like to enter trance now or later? Would you like to enter trance sitting or lying down? Would you like to go into a light, medium, or deep trance?

This is of course our model of politics called 'democracy', where you are offered two Jew World Order representatives to choose from. Would you like your Jew World Order puppet to be male or female? Apparently right or left wing? Apparently for or against immigration? Apparently for or against war? You are so invested in these 'issues' that you fail to notice that in EVERY election that has EVER occurred, especially in the Jew.S.A, it made ZERO difference what the candidates said. They ALL did the work of the Jew World Order. They ALL brought you war, even if they promised Peace. They all raised taxes on the middle classes, directly or indirectly, even if they promised tax reductions. They all increased the size of the government, directly or indirectly, and increased government debts, less in some cases, but usually MASSIVELY.

MHR The behavior change resulting from a double bind works on the person's own associations, rather than any 'one size fits all approach' or 'protocol'. Part of its power in the therapeutic setting is that it is experienced as taking place on an autonomous (unconscious, hypnotic) level, and increases / reinforces the belief in the process, and power of the unconscious, setting up further expectations of future efficacy from this form of therapy, and belief in the power of the unconscious etc...

The Conscious-Unconscious Double Bind

The conscious-unconscious double bind is designed to bypass the limited beliefs of the conscious mind, giving the unconscious a chance to use its resources, offer new solutions / responses. It uses consciously accepted messages to initiate unconscious searches / processes / activate / mobilise its resources.

If your unconscious wants you to enter trance, your right hand will lift all by itself. Otherwise your left hand will lift.

Whether one gets a yes (right hand) or no (left hand) response to this suggestion, one has begun to induce trance, since any truly autonomous response (lifting either hand) implies that a trance exists. If the patient simply sits quietly, and no hand response is evident after a few minutes, the therapist can introduce a further double bind with the following addition.

Since you've been sitting quietly and there is yet no hand response, you can wonder if your unconscious would prefer not to make any effort at all as you go into trance. It may be more comfortable not to have to move or talk or even bother trying to keep your eyes open.

At this point the patient's eyes may close and trance become manifest. The eyes may remain open with a passive stare, and there will be continuing body immobility suggestive of the development of trance. If the patient is experiencing difficulty, on the other hand, there will be an uneasy shifting of the body, facial movements, and finally some talk about the problem.

The use of the negative as described earlier is very useful.

You *don't* have to listen to me because your unconscious is here and can hear what it needs to, to respond in just the right way.

And it really *doesn't* matter what your conscious mind does because your unconscious can find the right means of coping with that pain [*or whatever*].

You've said you *don't* know how to solve that problem. You are uncertain and confused. Your conscious mind really *doesn't* know what to do. And yet we know that the unconscious does have access to many memories and images and experiences that it can make available to you in ways that can be most surprising for solving that problem. You *don't* know what all your possibilities are yet. Your unconscious can work on them all by itself. And how will you know when it has been solved? Will the solution come in a dream you will remember, or will you forget the dream but find that the problem is gradually resolving itself in a way that your conscious mind *cannot* understand? Will the resolution come quickly while wide-awake or in a quiet moment of reflection or daydreaming? Will you be at work or at play, shopping or driving your car, when you finally realize it? You really *don't* know, but you certainly can be happy when the solution does come.

We are depotentiating the patient's conscious, habitual, and presumably more limited patterns in favor of unconscious processes and potentials we do not even have to understand at all. We set no limits with open ended alternatives. It is left to the unconscious to deliver in its own way, in its own time.

If you like to think in terms of left and right brain activity, we are allowing the non-dominant hemisphere an opportunity to contribute, by bypassing the limits usually imposed by the dominant hemisphere, e.g the 'rational' and 'fixed' belief system / heuristics system / modelling brain, so the more intuitive, creative, mysterious hemisphere is free to contribute.

Hypnotic or autonomous behavior takes place outside the patient's immediate range of consciousness and is therefore dissociated from the conscious mind. MHR it has no 'emotional investment' in 'refuting / refusing / filtering / blocking / distorting the suggestion made to the non-dominant, creative hemisphere. However it will 'post-rationalise' any behavior resulting, and 'own' it, and make up a narrative / story to justify that behavior, when in fact it was initiated by the other hemisphere, all proven in actual clinical experiments, detailed in T vol. I and II.

You can as a person awaken, but you do not need to awaken as a body.

[Pause]

You can awaken when your body awakens but without a recognition of your body.

The double dissociation double blind tends to confuse a patient's conscious mind and thus depotentiate his habitual sets, biases, and learned limitations. This sets the stage for unconscious searches and processes that may mediate creative behavior. The following examples suggest the range of its application.

You can dream you're awake even though you're in trance.

[Pause]

Or you can act as if you're in trance even while awake.

You can find your hand lifting without knowing where it is going.

[Pause]

Or you may sense where it is going even though you're not really directing it.

You can make an abstract drawing without knowing what it is.

[Pause]

You can later find some meaning in it even though it does not seem related to you personally.

You can speak in trance even though you don't always recognize the meaning of your words.

[Pause]

Or you can remain silent as your head very slowly nods yes or shakes no all by itself in response to my questions.

Indirect forms of suggestion such as implications, contingencies, negatives, open-ended suggestions, apparently covering all possibilities of a class of responses, not knowing, not doing, and so on all facilitate dissociations that tend to depotentiate a patient's habitual conscious sets.

Now, in a moment your eyes will open but you don't need to awaken. [Pause]

Or you can awaken when your eyes open, but without remembering what happened when they were closed.

This double dissociation double bind has a definite marker indicating that the suggestion has been received and is being acted upon: the eyes opening. When the eyes open, the therapist notes whether (1) there is a simultaneous movement of the body, indicating that the patient is awakening or (2) the patient remains immobile, indicating that trance is continuing. If the patient's body remains immobile when the eyes open, the patient will have a complete memory of all trance events, since that trance continues. The therapist can assess this condition by questioning and then requesting an ideomotor response so the patient's unconscious can firmly validate that a trance is still present (e.g., If you are still in trance your yes finger can lift, your head can slowly nod yes, and so on). An affirmative ideomotor response, indicating that the patient continues to experience trance even with eyes open, is a strong indication that the patient has entered the first stages of somnambulistic training: Patients in this state can in general act as if they are awake, yet they continue to follow suggestions as if they were in a deep trance. The therapist then simply continues this somnambulistic training by proffering further suggestions to deepen their involvement and extend their range of hypnotic responsiveness (automatic talking and writing, visual and auditory hallucinations, and so on).

If, on the other hand, such patients move and speak as if they were perfectly awake when their eyes open, they are apparently acting on the second alternative, and we would assess the validity of the trance by determining the presence of an

amnesia for trance events. But what if a patient awakes and there is no amnesia? Does this mean that trance was not experienced? Possibly. More likely, however, such patients will recall only one or two things of such particular significance for them during trance that they attracted conscious attention and so are recalled easily after trance. There will tend to be an amnesia for many other trance events; however, another possibility is that amnesia may be a particularly difficult response for such patients. They may have experienced a genuine trance but for some reason cannot experience the response of amnesia. To assess this possibility the therapist reintroduces trance and then, after another double dissociation double bind, uses another modality as an indication of trance. In the following, for example, body movement (or an inhibiting verbal response) is used as a trance indication instead of amnesia.

Now, in a moment your eyes will open, but you don't need to awaken.

Or you can awaken when your eyes open, but you won't feel like moving your arms for a few minutes [or won't feel like speaking for a few minutes].

Patients who accept the second alternative and awaken can validate the trance by not moving their arms (or speaking) for a few minutes. It is wise to offer trance indicators in this permissive manner. (You *won't feel like* moving your arms) rather than as a challenge (You *won't be able to* move your arms), because the challenge is often taken as an affront by our modern consciousness that takes such hubris in its apparent independence and power.

Multiple Levels of Meaning and Communication: The Evolution of Consciousness in Jokes, Puns, Metaphor, and Symbol.

Jung see the symbol not as the best representation of something that is still in the process of becoming conscious, rather than a simple sign of one thing for another. MHR this is much nicer than Plato's ideas of some ideal form everything else is a poor copy of. In our Jew World Order context, symbols may thus be used to provoke that becoming, to direct it according to the wishes of the Jew World Order leaders / actors...

MHR The word metaphor (meta, beyond, over ; pherin, to bring, bear) refers to an utterance that literally denotes one thing but by analogy suggests / connotes another . Used as a literary device, as metaphor, analogy, and simile are used to bypass conscious resistance to ideas / potential new beliefs / contradictions of existing beliefs / models / maps, which if attempted directly, in the form of explicit formal argument, would be too 'disconcerting' / antipathetic to it, and thus simply blocked / rejected out of hand. In my words you have to 'trick' the reader into considering an idea...the story being an accepted format during which the listener has implicitly agreed to 'suspend judgement' to enjoy the tall tale /

romance / adventure. As compared to the formal argument where defensiveness of existing beliefs is the sad norm.

Metaphor (To carry you above, over, and beyond)

Metaphor and analogy are thus the means to facilitate a bypass of conscious resistance to new, challenging, current-model/map/belief system/noetic structure contradicting ideas. Normally the conscious mind 'doesn't want to know about these' as they would require a total re-organisation of their belief systems, assumptions, etc, which can be very emotionally challenging / discomforting / disturbing. If X is NOT true, then maybe Z and Y and T are also not true, and what have I been doing with my life? What did I send my sons and daughters to commit heinous crimes, and be killed, for? If there is no proof of X, what does it mean for the rest of my beliefs? If Hitler and the Nazis were good people, not evil, then this means WE were the war criminals...if there was no 'holocaust', then what could justify our war crimes?

So these 'tricks' have what Jung called a 'Transcendent function', namely, the integration of conscious and unconscious contents in a manner that facilitates the evolution of new patterns of awareness (Jung, 1960).

All these approaches lead to the maintaining an attitude of expectancy about what can be experienced, opening up the conscious and unconscious to the possibility that change can take place, consciously or unconsciously, to produce this very self-fulfilling prophecy. They open a BARDOT of opportunity in a normally 'continuous' defense shield a.k.a 'I know what I know dogma and I am not even going to consider ideas that do not support what I already 'know' to be true'. The continuity is from constant re-production of the belief, from moment to moment...just stop this, like Moses parting the flow of the red sea or River Jordan, just for long enough to allow a new idea to 'pass over' from the unconscious side to the conscious side, with potentially huge impacts on the entire belief system there, which MUST now take this new data / insight into consideration, to maintain some sense of integrity.

The formalized ritualistic procedures of trance induction, where the same method is applied mechanically to everyone, can be contrasted to the naturalistic approach, wherein the patient's unique personality and behavior are utilized to facilitate trance. In this utilization approach the patient's attention is fixed on some important aspect of his own personality and behavior in a manner that leads to the inner focus that we define as therapeutic trance. The patient's habitual conscious sets are more or less depotentiated, and unconscious searches and processes are initiated to facilitate a therapeutic response.

The process starts with preparing patients for trance experience, followed by an induction, and then ratification of the trance. Erickson proved that the utilization

approach using indirect forms of suggestion can facilitate a therapeutic outcome in virtually any situation.

Accepting and Utilizing the Patients' Manifest Behavior

Openness towards, and acceptance of, the patients' definitions of reality / current experience / world view / belief system / model / map can produce rapport, and therapeutic EXPERIENCE of trance, whatever THAT is.

The activity of the hypnotist merely facilitates what is a purely intrapsychic phenomenon, dependent upon internal processes, and NOT directly on what the therapist says or does. Consider the client's own unconscious resources the 'egg', and the therapy environment like an incubator.

The therapist should NOT seek to force the person to demonstrate phenomena THEY think indicate trance, and should seek to attend to, and employ, the behaviors the client DOES demonstrate, towards approaching, inducing, and deepening, the trance state.

Remarks can be timed to coincide with the client's behavior. So that soon the words inhale, exhale, lift, and lower acquired a conditioning value of which they are unaware because of the seemingly conversational nature of the suggestions. Similarly, casual suggestions are offered in which the words sleep, sleepy, and sleeping are timed to their eyelid behavior. By becoming attentive to the person, you can formulate indirect suggestions that build a yes set which the person finds agreeable to continue to build, so that your suggestions receive a momentum / force.

An example may be cited of a volunteer subject, used later to teach hypnosis to medical students. After a general discussion of hypnosis, she expressed a willingness to go into a trance immediately. The suggestion was offered that she select the chair and position she felt would be most comfortable. When she had settled herself to her satisfaction, she remarked that she would like to smoke a cigarette. She was immediately given one, and she proceeded to smoke lazily,

meditatively watching the smoke drifting upward. Casual conversational remarks were offered about the pleasure of smoking, of watching the curling smoke, the feeling of ease in lifting the cigarette to her mouth, the inner sense of satisfaction of becoming entirely absorbed just in smoking comfortably and without need to attend to any external things. Shortly, casual remarks were made about inhaling and exhaling, these words timed to fit in with her actual breathing. Others were made about the ease with which she could almost automatically lift her cigarette to her mouth and then lower her hand to the arm of the chair. These remarks were also timed to coincide with her actual behavior. Soon, the words inhale, exhale, lift, and lower acquired a conditioning value of which she was unaware because

of the seemingly conversational nature of the suggestions. Similarly, casual suggestions were offered in which the words sleep, sleepy, and sleeping were timed to her eyelid behavior.

Before she had finished the cigarette, she had developed a light trance. Then the suggestion was made that she might continue to enjoy smoking as she slept more and more soundly; that the cigarette would be looked after by the hypnotist while she absorbed herself more and more completely in deep sleep; that, as she slept, she would continue to experience the satisfying feelings and sensations of smoking. A satisfactory profound trance resulted and she was given extensive training to teach her to respond in accord with her own unconscious pattern of behavior.

MHR this example also supports my contention that people are addicted to many aspects of smoking, independent of the actual nicotine addiction.

When this same subject was later used by students, who did not accept her wish to smoke, they were not able to induce trance as it was the fixing of her attention on her smoking, something she was already semi-entranced by / focused on intently, that induced the trance state. So use whatever resources are offered, rather than trying to force the issue with some pre-formulated notions of what 'should' work etc.

Erickson recognized and utilized her meditative mood to facilitate trance by fixing her attention *even more* on her smoking with casual conversational remarks. This casual conversation, of course, provides the senior author with a general context into which he can intersperse suggestions about pleasure, ease, inner sense of satisfaction, and becoming entirely absorbed in smoking 'comfortably without need to attend to any external things. These interspersed suggestions tended to depotentiate her habitual waking orientation even further. The process of not knowing and not doing that takes place when we do not have to attend to external things led her to an unconscious search for some new form of direction and orientation.

This new direction was provided by the senior author with his obvious interest in her smoking behavior. He then utilized her smoking behavior for a process of unconscious conditioning; her inhaling, exhaling, lifting and lowering of her hand became conditioned to following his voice and suggestions. This unconscious conditioning was a way of assessing and reinforcing her response attentiveness. Finally the ideodynamic associative value of words like sleep were then associated with her actual eyelid behavior suggestive of sleep (eyelids closing, fluttering, etc.). Even though both therapist and patient fully recognize that therapeutic trance is not sleep, words evoking the idea of sleep tend to evoke associated behaviors (like comfort and not doing) that tend to facilitate trance.

The process of rapport was further enhanced as he took her cigarette and suggested she might continue to enjoy smoking as she slept more and more soundly. A hallucinatory wish fulfillment of something she obviously enjoyed, such as smoking, was made contingent on sleeping more and more soundly. She was given an expectancy of continued satisfying feelings as she went deeper into trance. This sound utilization of her smoking behavior, together with many indirect forms of suggestion that evoked her own associative processes, then led to more extensive trance training.

A highly intellectualized frame of reference attending primarily to external things can be gradually shifted to an internal focus that is more suitable for therapeutic trance.

For example one such client pointed out that he was obviously tense, anxious, and concerned about the tension tremors of his hands, which were resting on the arms of the chair, and that he was also highly distractable, noticing everything about him.

Erickson immediately seized upon this last comment as the basis for the initial cooperation with him. He was told, Please proceed with an account of your ideas and understanding, permitting me only enough interruptions to insure that I understand fully and that I follow along with you. For example, you mentioned the chair but obviously you have seen my desk and have been distracted by the objects on it. Please explain fully.

He responded verbosely with a wealth of more or less connected comments about everything in sight. At every slight pause, the writer interjected a word or phrase to direct his attention anew. These interruptions, made with increasing frequency, were as follows: And that paperweight; the filing cabinet; your foot on the rug; the ceiling light; the draperies; your right hand on the arm of the chair; the pictures on the wall; the changing focus of your eyes as you glance about; the interest of the book titles; the tension in your shoulders; the feeling of the chair; the disturbing noises and thoughts; weight of hands and feet; weight of problems, weight of desk; the stationery stand; the records of many patients; the phenomena of life, of illness, of emotion, of physical and mental behavior; the restfulness of relaxation; the need to attend to one's needs; the need to attend to one's tension while looking at the desk or the paperweight or the filing cabinet; the comfort of withdrawal from the environment; fatigue and its development; the unchanging character of the desk; the monotony of the filing cabinet; the need to take a rest; the comfort of closing one's eyes; the relaxing sensation of a deep breath; the delight of learning passively; the capacity for intellectual learning by the unconscious. Various other similar brief interjections were offered, slowly at first and then with increasing frequency.

Initially, these interjections were merely supplementary to the patient's own train of thought and utterances. At first, the effect was simply to stimulate him to further effort. As this response was made, it became possible to utilize his acceptance of stimulation of his behavior by a procedure of pausing and hesitating in the completion of an interjection. This served to effect in him an expectant dependency upon the writer for further and more complete stimulation.

As this procedure was continued, gradually and unnoticeably to the patient his attention was progressively directed to inner subjective experiential matters. It then became possible to use almost directly a simple, progressive relaxation technique of trance induction and to secure a light medium trance.

Throughout therapy, further trance inductions were basically comparable, although the procedure became progressively abbreviated.

MHR utilize whatever the person brings to the interaction for focusing and fixing the patient's attention, into THAT, as a means of fixing / focusing and HOLDING his attention per se, which is WHAT trance induction IS, whatever the means UTILISED, whether a light, pendulum, or their own symptoms / racing thoughts / pain...then gradually interject leading suggestions in direction of relaxation, trance.

This represents a double bind for this patient: His distractibility is used to undistract, to focus his attention.

Encourage person to go into details 'to ensure that I understand fully and that I follow along with you'. This is an unrecognized interspersed suggestion to understand and follow the therapist.

Not knowing and not doing are actually an important condition for trance experience, and he had stated he was not sure if he could be hypnotized etc, so this offered opportunity FOR trance.

Erickson gingerly interacts with the patient by redirecting his attention anew at every pause as a means of cooperating with him, and at the same time, enhancing his response attentiveness. By very gradual steps the senior author builds an associative network that leads the patient from the paperweight and filing cabinet to the delight of learning passively and the capacity for intellectual learning by the unconscious. The shift in focus is from the outer to the inner, which is in keeping with trance work. The shift is facilitated by a continuing utilization of the patient's intellectual approach, with the emphasis on learning passively and the unconscious learning. The passivity and unconscious aspects of trance experience are thus associated with the learning that the patient already accepts and knows how to do; it is thus much easier for the patient to accept passivity and the unconscious when it is associated with learning. In this shift from an outer to an

inner focus the senior author has a great opportunity to intersperse many forms of indirect associative focusing (e.g., the phenomena of life, of illness, of emotion, of physical and mental behavior) and indirect ideodynamic focusing (e.g., the restfulness of relaxation . . . the comfort of withdrawal from the environment, fatigue and its development). This can facilitate trance induction by initiating unconscious searches and processes that could evoke partial aspects of trance experience as well as a review of the patient's problems.

As the therapist continued to utilize the patient's own train of thought and utterances, his response attentiveness was further enhanced and a greater degree of expectant dependency was experienced by the patient as he now began to look to the therapist for further direction into inner subjective experiential matters, where his psychological problems were.

A client presented, stating that he could only participate if he was allowed to pace back and forth, and idea other therapists had rejected. Erickson utilized his symptoms.

‘Are you willing to cooperate with me by continuing to pace the floor, even as you are doing now?’ His reply was a startled, Willing? Good God, man! I've got to do it if I stay in the office.

(As a question, it immediately *fixes the patient's attention* and sends him on an *inner search* for an appropriate response. It is an excellent *compound suggestion* that associates an important suggestion about cooperation with his ongoing behavior of pacing the floor. Pacing the floor constantly was the patient's own *ability that was rapidly assessed, accepted, and utilized* to facilitate a *yes set*. The question came as a bit of a *shock and surprise that depotentiated his dominant mental set* about his own resistance and startled him into a strong exclamation of his need to cooperate. Rapport was thus strongly established, and therapy structured as a joint endeavor. With such a strong immediate *rapport*, a high *expectation* was set in motion, heightening the patient's *response attentiveness* to his own internal states as well as to the therapist's further suggestions. By a gradual process of association and unconscious conditioning this *response attentiveness* was heightened even further, so the patient was finally able to accept suggestions to sit down and go even deeper into himself so that he could relate his history in a state of deep absorption that is described as profound trance.)

Thereupon, he was asked to permit the writer to participate in his pacing by the measure of directing it in part. To this he agreed rather bewilderedly. He was asked to pace back and forth, to turn to the right, to the left, to walk away from the chair, and to walk toward it. At first these instructions were given in a tempo matching his step. Gradually, the tempo of the instructions was slowed and the wording changed to Now turn to the right away from the chair in which you can

sit; turn left toward the chair in which you can sit; walk away from the chair in which you can sit; walk toward the chair in which you can sit. etc. With this wording, a foundation was laid for more cooperative behavior.

The tempo was slowed still more and the instructions again varied to include the phrase, the chair which you will soon approach as if to seat yourself comfortably. This in turn was altered to the chair in which you will shortly find yourself sitting comfortably.

His pacing became progressively slower and more and more dependent upon the writer's verbal instructions until direct suggestions could be given that he seat himself in the chair and go deeper and deeper into a profound trance as he related his history.

Approximately 45 minutes were spent in this manner inducing a medium trance that so lessened the patient's tension and anxiety that he could cooperate readily with therapy thereafter.

The value of this type of Utilization Technique lies in its effective demonstration to the patient that he is completely acceptable and that the therapist can deal effectively with him regardless of his behavior. It meets both the patient's presenting needs and it employs as the significant part of the induction procedure the very behavior that dominates the patient.

Deep hypnosis is a joint endeavor in which the subject does the work and the hypnotist tries to stimulate the subject to make the necessary effort. So if the person believes they know what YOU should do, do what they say. It works. It will also dispel misconceptions of the mystical powers of the hypnotist. It is team work. This acceptance and utilization of the patient's help is the cardinal feature of our approach.

Utilizing Emergency Situations

Emergency situations are invariably trance-inducing. Iatrogenic problems (new problems introduced by the attempt to relieve the existing problem e.g side effects of treatments / surgery etc) and neurotic symptoms can be learned by overhearing unfortunate remarks during emergency and stress situations when the patient had lapsed into a spontaneous trance (as a primitive protective response to danger) and was consequently in an unusually heightened state of suggestibility.

MHR thus 'terrorist threat alerts' to induce this state of terror and suggestibility... 'we must attack Iran NOW' ...yes, of course, murder a few more million women and children...

Utilizing the Patient's Inner Realities

The statements in italics are those of the therapist, the others those of the client, who has stated that she fears (doubts / doesn't know if) she could never go into trance / be hypnotized.

You really can't conceive of what a trance is - no, I can't, what is it? - yes, *what is it!* - a psychological state, I suppose - *A psychological state you suppose, what else!* - I don't know - *you really don't know* - no, I don't - *you don't, you wonder, you think* - think what - yes, *what do you think, feel, sense?* - (pause) - I don't know - *but you can wonder* - do you go to sleep? - no, *tired, relaxed, sleepy* - really tired - *so very tired and relaxed, what else?* - I'm puzzled - *puzzles you, you wonder, you think, you feel, what do you feel?* - my eyes - yes, *your eyes, how?* - they seem blurred - *blurred, closing* - (pause) - they are closing-closing, *breathing deeper* - (pause) - *tired and relaxed, what else?* - (pause) - *sleep, tired, relaxed, sleep, breathing deeper* - (pause) - *what else* - I feel funny - *funny, so comfortable, really learning* - (pause) - *learning, yes, learning more and more* - (pause) - *eyes closed, breathing deeply, relaxed, comfortable, so very comfortable, what else?* - (pause) - I don't know - *you really don't know, but really learning to go deeper and deeper* - (pause) - too tired to talk, just sleep - *maybe a word or two* - I don't know (spoken laboriously) - *breathing deeper and you really don't know, just going deeper, sleeping soundly, more and more soundly, not caring, just learning, continuing ever deeper and deeper and learning more and more with your unconscious mind.*

From this point on it was possible to deal with her simply and directly without any special elaborations of suggestions. Subsequent trances were secured through the use of posthypnotic suggestions.

The above is simply a condensation of the type of utterances utilized to induce trance. In general, there is much more repetition, usually only of certain ideas, and these vary from patient to patient. Sometimes this technique proves to be decidedly rapid. Frequently with anxious, fearful patients, it serves to comfort them with a conviction that they are secure, that nothing is being done to them or being imposed upon them, and they feel that they can comfortably be aware of every step of the procedure. Consequently, they are able to give full cooperation which would be difficult to secure if they were to feel that a pattern of behavior was being forcibly imposed upon them.

As can be seen from the above, the patient's experience of not knowing, I don't know what trance is, can be an ideal starting point for initiating trance and the exploration of inner realities

The patient's experience of not knowing, I don't know what trance is, can be an ideal starting point for initiating trance

A volunteer subject at a lecture before a university group declared, I was hypnotized once several years ago. It was a light trance, not very satisfactory, and while I would like to cooperate with you, I'm quite certain that I can't be hypnotized. Do you recall the physical setting of that trance? Oh yes, it was in the psychology laboratory of the university I was then attending. Could you, as you sit here, recall and describe to me the physical setting of that trance situation?

He agreeably proceeded to describe in detail the laboratory room in which he had been lightly hypnotized, including a description of the chair in which he had sat, and a description of the professor who had induced the trance. This was followed by a comparable response to the writer's request that he describe in as orderly and as comprehensive a fashion as possible his recollection of the actual suggestions given him at that time and the responses he made to them.

Slowly, thoughtfully, the subject described an eye closure technique with suggestions of relaxation, fatigue, and sleep. As he progressed in verbalizing his recollections, his eyes slowly closed, his body relaxed, his speech became slower and more hesitant; he required increasingly more prompting until it became evident that he was in a trance state. Thereupon, he was asked to state where he was and who was present: He named the previous university and the former professor. Immediately, he was asked to listen carefully to what the writer had to say also, and he was then employed to demonstrate the phenomena of the deep trance.

Questions focusing on memories can be a reliable means of assessing the patient's availability for trance and frequently a fine means of facilitating the actual induction of trance e.g ask about earliest memory. Inner search for an earlier memory can lead to spontaneously falling into a trance and experiencing age regression to infancy

Utilizing the Patient's Resistances recognizes and accepts the patient's manifest behavior as a foundation for establishing rapport, and then gradually focuses the patient inward.

Resistance is usually an expression of the patient's individuality! The therapist's task is to understand, accept, and utilize that individuality to help patients bypass their learned limitations to achieve their own goals. This example is a particularly clear illustration of how a patient is really in control, while the therapist is simply a provider of useful stimuli and frames of reference that help a patient experience and express new potentialities. We see how it can be perfectly appropriate for the patient to reject or modify the therapist's suggestions in order to more adequately meet the patient's needs

Erickson used a blend of both leading and following the patient.

Wording suggestions in such a fashion that a positive or a negative response, or an absence of response, are all defined as responsive behavior. For example, a resistive subject who is not receptive to suggestions for hand levitation can be told, shortly your right hand, or it may be your left hand, will begin to lift up, or it may press down, or it may not move at all, but we will wait to see just what happens. Maybe the thumb will be first, or you may feel something happening in your little finger, but the really important thing is not whether your hand lifts up or presses down or just remains still; rather, it is your ability to sense fully whatever feelings may develop in your hand. Thus any of the possibilities constitutes responsive behavior.

The subject whose resistance is manifested by failure to levitate his hand can be given suggestions that his right hand will levitate, his left hand will not. To resist successfully, contrary behavior must be manifested. The result is that the subject finds himself responding to suggestion, but to his own satisfaction.

The very fact that a subject volunteers to be hypnotized and then offers resistance indicates that they have not totally rejected the possibility of being hypnotized. Otherwise why would they submit / appear at all?

Erickson always demonstrates full respect for the subject as a uniquely functioning personality.

A method of initial trance induction, and as a trance reinduction procedure

A suitable casual explanation is given relating general concepts of the conscious and of the unconscious or subconscious minds. Similarly, a casual though carefully instructive explanation is given of ideomotor activity with a citing of familiar examples, including hand levitation.

Then, with utter simplicity, the subject is told to sit quietly, to rest his hands palm down on his thighs, and to listen carefully to a question that will be asked. This question, it is explained, can be answered only by his unconscious mind, not by his conscious mind. He can, it is added, offer a conscious reply, but such a reply will be only a conscious statement and not an actual reply to the question. As for the question itself, it can be any of several pertinent questions, and it is of no particular significance to the person. Its only purpose is to give the unconscious mind an opportunity to manifest itself in the answer given. The further explanation is offered that the answer to the question asked the unconscious mind will be an ideomotor response of one or the other hand lifting upward, that of the left signifying no, and that of the right signifying yes.

The question is then presented: Does your unconscious mind think that you can go into a trance? Further collaboration is offered: Consciously you cannot know what your unconscious mind thinks or knows. But your unconscious mind can let

your conscious mind discover what it thinks or understands by the simple process of causing a levitation of either the right or the left hand. Thus your unconscious mind can communicate in a visibly recognizable way with your conscious mind. Now just watch your hands and see what the answer is. Neither you nor I know what your unconscious mind thinks, but as you see one or the other of your hands lifting, you will know.

It is necessary for the subject to go into a trance in order to discover the answer to the question. No matter which answer you give, you have to go into a trance first.

If there is much delay, additional suggestions can be given: One of your hands is lifting. Try to notice the slightest movement, try to feel and to see it, to enjoy the sensation of its lifting and be pleased to learn what your unconscious thinks.

Regardless of which hand levitates, a trance state frequently of the somnambulistic type supervenes simultaneously. Usually, it is advisable to utilize, rather than to test, the trance immediately since the subject tends to arouse promptly. This is often best done by remarking simply and casually. It is very pleasing to discover that your unconscious can communicate with your conscious mind in this way. There are many other things that your unconscious can learn to do. For example, now that it has learned that it can develop a trance state and to do so remarkably well, it can learn various trance phenomena. For instance, you might be interested in - . The needs of the situation can then be met.

Resistant subjects manifest their attitudes by difficulty in understanding the preliminary explanations, by asking repeatedly for instructions, and then by an anticipation of hand levitation by lifting the left hand voluntarily. Those subjects who object to trance induction in this manner tend to awaken at the first effort to test or to utilize the trance. Most of them, however, will readily go back into the trance when told, And you can go into a trance just as easily and quickly as your unconscious answered that question just by continuing to watch as your unconscious mind continues to move your hand up toward your face. As your hand moves up, your eyes will close, and you will go into a deep trance. In nearly all instances, the subject then develops a trance state.

An essential component of this technique is an attitude of utter expectancy, casualness, and simplicity on the part of the operator, which places the responsibility for any developments entirely upon the subjects.

During a talk there is ample opportunity to intersperse many ideodynamic suggestions that cannot help but activate the described ideodynamic process at least partially within most members of the audience. After giving a demonstration of hand levitation, he describes the following occurrence:

One of the subjects felt very, very strongly that she was not a good subject. As I observed that intensely rapt attention (response attentiveness) she was giving me, however, I could feel very strongly that she was a good subject. So I asked her to 'Give your unconscious mind the privilege of manifesting in some way that you are a good hypnotic subject but that you will not consciously recognize it. At the same time you can continue to function well at the conscious level. I might add that the manifestation might be obvious to the audience but not to you.' Even as she continued to focus closely on me and not the audience or anything else, she said, 'I'm not a good subject, and I don't believe you can convince me.'

At this point I was utilizing her resistance to let her think she was awake and not in a somnambulistic trance. But the very intensity of her absorption in watching my every move and following everything I said was a clue to her somnambulistic condition.

I asked her again if I could put her into a trance, but she shook her head 'no,' she wouldn't cooperate. At that moment her left hand began levitating, but she did not see it because she was looking over toward me on the right.

She laughed and joked with the doctors in the audience and said she did not like to feel she was being uncooperative, but she did feel she couldn't go into a trance. Remember, I told her to function very well at the conscious level and very well at the unconscious level. And there she was talking to me and talking to the audience in this fashion. I indicated to one of the doctors in the audience that he should come up and pinch her levitated left hand. He found that she had a total anesthesia in that left hand, that she was willing to swear to the group that she was wide awake and that she couldn't possibly be in a trance. The doctor then came around and pinched her right hand, and she said, 'Ouch, that hurts! Naturally I would feel a pinch.' She was pinched again on the left hand but did not feel it.

What I wanted to demonstrate to the doctors there, and **what I want to stress to you, is the separation of functioning that goes on all the time in the human body, separation at an intellectual level, separation at an emotional level, separation at a sensory level, just as you have forgotten the shoes on your feet at this moment and the glasses on your face.**

This dramatic example illustrates the importance of the hypnotherapist's learning to recognize that state of rapt response attentiveness when the patient is, for all practical purposes, already in a trance state fixated on the therapist, no matter what may be said to the contrary. When the senior author observes this state of intense absorption on himself, he offers patients one or more forms of indirect suggestion that provides them with an opportunity for a hypnotic response. In this case he used a form of the conscious-unconscious double bind that enabled her unconscious to select a hypnotic manifestation (hand levitating that she had

already been primed for by watching others), while allowing her conscious mind to keep its usual patterns of functioning. She was thus able to keep her resistance while manifesting good hypnotic responsiveness.

Unknown to the senior author, at a lecture demonstration before a medical group, one of the subjects was a trained actor. He watched the other subjects carefully and then, in accord with previous secret arrangements with several people in the audience, he simulated hypnosis and demonstrated anesthesia, negative and positive auditory and visual hallucinations, and developed uncontrollable sneezing upon hallucinating goldenrod in bloom, at the request of one of the conspirators, relayed through the senior author. However, the senior author noted that the actor's manifestation of catalepsy was faulty, and his time relationships were wrong. Minor startle reflexes were noted, too, and the subject was observed to be controlling the involuntary tendency to turn his head toward the author when addressed from the side. Accordingly, he was asked to demonstrate hand levitation in response to carefully given suggestions. The actor did not show the usual time lag in response to suggestions of a sudden little jerk or quiver. This served to convince the senior author that he was being hoaxed.

Accordingly, the subject was furnished with pencil and paper and instructed to do automatic writing and to do this automatic writing in the correct style of true automatic writing. The actor had never witnessed automatic writing; however, as he began writing, suggestions were offered of writing slowly and better and better, writing automatically the sentence, 'This is a beautiful day in June.' The word this" was repeated four times with strong intonations to fixate consciousness on it, while the rest of the sentence was said more softly and swiftly, so that it would tend to be missed by consciousness and fall into the unconscious. The word this was written in his ordinary script, but the rest of the sentence was written in the characteristic script of automatic writing. The actor subject was now beginning to experience some genuine trance behavior without realizing it. As he finished writing, the paper and pencil were removed from his sight and he was asked to awaken with an amnesia for trance events. He roused immediately and was asked to discuss hypnosis for the audience. With great satisfaction he proceeded to expose the hoax perpetrated upon the senior author to the amazement of the audience in general and the glee of the conspirators. The subject talked freely of what he had done and demonstrated his ability to sneeze at will.

After he had recounted everything except the automatic writing, this was shown to him and he was asked what he thought of it. He read the sentence aloud, stated that it was just a simple statement with no particular relevancy. Asked about the script, he observed that it appeared to be somewhat labored and juvenile. It soon became apparent to everyone that he had a total amnesia for the writing, that he was genuinely curious about the writing and why he was being questioned about

it. When his amnesia had been adequately demonstrated, he was asked to duplicate that writing exactly. He agreed readily, but as he took the pencil and set it to the paper, it was at once obvious that he had developed a trance state again **(repeating trance behavior tends by association to reinduce trance)** MHR this is the power of religious etc ritual...all forms of institutionalized responses e.g military, school, bureaucracy, even views of mass media, readers, students at lectures.... After he had written the sentence this second time, he was aroused with instructions for an amnesia for trance events. As he aroused, he resumed his mockery of the author for being so easily deceived. Again he was shown the writing. He recognized that he had seen the one sentence a few moments ago, but there was a second sentence that he had not seen before.

Negative affects can be utilized to induce trance and to facilitate therapeutic change.

A patient's misunderstandings, doubts, and uncertainties may also be utilized as the technique of induction. Exemplifying this approach are the instances of two patients, both college-trained women, one in her late 30's, the other in her early 40's. One patient expressed extreme doubt and uncertainty about the validity of hypnotic phenomena as applied to herself, but explained that her desperate need for help compelled her to try hypnosis as a remotely possible means of therapy.

The other declared her conviction that hypnosis and physiological sleep were identical and that she could not possibly go into a trance without first developing physiological sleep. This, she explained, would preclude therapy; yet she felt that hypnosis offered the only possible, however questionable, means of psychotherapy for her, provided that the hypnotherapy was so conducted as to preclude physiological sleep. That this was possible, she disbelieved completely.

Efforts at explanation were futile and served only to increase the anxiety and tension of both patients. Therefore an approach utilizing their misapprehensions was used. The technique, except for the emphasis employed, was essentially the same for both patients. Each patient was instructed that deep hypnosis would be induced. They were to cooperate in going into a deep trance by assessing, appraising, evaluating, and examining the validity and genuineness of each item of reality and each item of subjective experience that was mentioned. In so doing, the women were to feel under obligation to discredit and reject anything that seemed at all uncertain or questionable. For the one, emphasis was placed primarily upon subjective sensations and reactions with an interspersed commentary upon reality objects. For the other, attentiveness to reality objects as proof of wakefulness was emphasized with an interspersing of suggestions for subjective responses. In this manner, there was effected for each a progressive narrowing of the field of awareness and a corresponding increase in a dependence

upon and a responsiveness to the writer. It became possible to induce in each a somnambulistic trance by employing a simple eye closure progressive relaxation technique slightly paraphrased to meet the special needs of each of the two patients.

The following sample of utterances, in which the emphasis is approximately evenly divided between subjective aspects and reality objects, is offered to illustrate the actual verbalization employed.

As you sit comfortably in that chair, you can feel the weight of your arms resting on the arms of the chair. And your eyes are open and you can see the desk and there is only the ordinary blinking of the eyelids, which you may or may not notice, just as one may notice the feeling of the shoes on one's feet and then again forget about it. And you really know that you can see the bookcase and you can wonder if your unconscious has noted any particular book title. But now again you can note the feeling of the shoes on your feet as they rest on the floor, and at the same time you can become aware of the lowering of your eyelids as you direct your gaze upon the floor. And your arms are still resting their weight on the arms of the chair, and all these things are real and you can be attentive to them and sense them. And if you look at your wrist and then look at the corner of the room, perhaps you can feel or sense the change in your visual focus. Perhaps you can remember when, as a child, you may have played with the experience of looking at an object as if it were far off and then close by. And as associated memories of your childhood pass through your mind, they can range from simple memories to tired feelings because memories are real. They are things, even though abstract, as real as the chair and the desk, and the tired feeling that comes from sitting without moving, and for which one can compensate by relaxing the muscles and sensing the weight of the body, just as one can feel so vividly the weariness of the eyelids as fatigue and relaxation develop more and more. And all that has been said is real and your attention to it is real and you can feel and sense more and more as you give your attention to your hand or to your foot or the desk or your breathing or to the memory of the feeling of comfort some time when you closed your eyes to rest your gaze. And you know that dreams are real, that one sees chairs and trees and people and hears and feels various things in dreams and that visual and auditory images are as real as chairs and desks and bookcases that become visual images. In this way, with increasing frequency, the writer's utterances became simple, direct suggestions for subjective responses.

Aim for hand levitation as the 'proof' i.e validation of trance efficacy, as final object of induction, as this is visual, easily observed by person.

Anxiety, confusion, doubt, uncertainty, and depression is characteristic of most patients involved in a process of growth. MHR represents a BARDOT of opportunit....rejection / doubt of current 'reality' i.e 'this can't be

real'...offer / define as hope of transformation...as signs of potential change for better...takes crisis to force out attention onto a 'problem', error etc .e.g pain attracts attention to problem e.g sharp object threat...cut hurts, so attend to...blister stops you wearing those shoes and destroying feet...overeating constipation and haemorrhoids, migraines and over-thinking/planning/ worrying / stressing etc...

The typical states of depression and uncertainty with which most people enter therapy are actually spontaneous manifestations of the second and third stages (depotentiating habitual conscious sets and unconscious search) of our general paradigm of trance induction and suggestion.

Depression and uncertainty only take pathological forms when a problem is so overwhelming that one cannot work through these uncomfortable affects on one's own. In helping patients cope with these states we can again recognize how hypnotherapy can be understood as a facilitator of natural processes inherent in psychological growth.

Since the patient's symptom is usually a major focus of attention, we can sometimes utilize it to facilitate trance induction and rapidly resolve the problem.

Where E couldn't get anaesthesia of the mouth, instead induced / suggested hyper sensitivity in hand, which became focus on client...so could have dental surgery with numb / no pain in, mouth...as focused on pain in hand, which was gently cushioned etc...

The patient's fixed understanding was that the dental work must absolutely be associated with hyper-sensitivity. When this rigid understanding was met, but transferring the sensitivity to the hand, which is much easier to manage, oral surgery without anaesthetic was possible. Utilizing the fixed belief that 'dental surgery MUST be painful'...but making the hand the 'victim', rather than the mouth.

He encourages the patients to do what they already know they can do and then displaces, transforms, or adds to it something they need to do. He uses questions, contingent suggestions, and associational networks to carry the patients from their well-rehearsed but maladaptive behaviors to the desired therapeutic responses.

Study video recordings of your therapy sessions to discover those moments of rapt response attentiveness when your patient was most focused on you. How well did you utilize these moments to introduce therapeutic remarks?

Plan how you could use these moments of response attentiveness to introduce indirect forms of suggestions that could facilitate free association related to therapeutic issues. Some simple examples are as follows.

Do your eyes feel like resting and closing for a moment while your unconscious mind explores that [*whatever*]?

I want you to be quiet for a moment, and as you think that over we will see what else your unconscious mind brings up about it. And you don't have to talk until you really feel comfortable about it.

Therapists must find the combination of words that is natural to them and their patients in order to facilitate the inner search and unconscious processes in a casual and comfortable manner.

indirect forms of trance induction. During those moments of common everyday trance when the patients may be apparently absorbed within themselves, looking out a window, staring at their hands, the floor, the ceiling, or whatever, therapists can introduce options for trance via indirect forms, such as the following:

You are absorbed in something now, and if your unconscious agrees that this is a comfortable moment for you to enter trance, you will find that your eyes will seem to close all by themselves.

Does your unconscious want those eyes to close so you can just continue as you are even more comfortably?

Just let yourself continue as you are and your body won't even have to move until your unconscious has a surprising solution to that, even though your conscious mind may not yet know what it is, exactly.

During a moment of rapt response attentiveness, when the patient's attention is focused on the therapist, trance could be introduced as follows:

I know you are not entirely aware of it, but I'm noticing something about you that indicates you may be ready to enter trance. And if your unconscious really wants to, you'll find those eyelids closing [*handlifting, or whatever*].

Study the patient's manifest behavior and symptoms to determine how they can be channeled into therapeutic responses. Practice building associative bridges between the known and possible to the unknown and desired.

Try giving an unusually clear and direct suggestion or posthypnotic suggestion after lulling the listener into an agreeable state using literary devices to induce a hypnotic effect, such as (1) a perfect pattern of sound and stress, with heavy

vocal stress falling at half-second intervals; (2) absence of abrupt changes or intellectual challenges; (3) vagueness of imagery, permitting each individual's personal unconscious to fill in the details; (4) fatigue for what we would call depotentiating habitual mental frameworks; (5) the use of repetition or refrain.

MHR this is basically the power of ritual in religion, secret societies, public assemblies with a structure etc

Receptivity to suggestions can occur during a formally induced trance or during the common everyday trance in which attention is fixed and absorbed in a matter of great interest. MHR It is not possible to completely erase and rewrite the program of an adult or even child...but we can work with the existing imprinted / conditioned beliefs / strategies / habits, and then lead the person towards more productive ones...more valid / justified / correspondent ones...

A statement, 'It's going to be really hard, to *overcome X*' etc, is agreeable to the conscious mind that expects trouble / difficulty, so has rapport built-in, a yes set, while the end of the statement is directed to the non-conscious mind, suggesting / implying/ tacitly confirming that they WILL overcome X'...

Fixing attention and opening a yes set by recognizing and acknowledging current experience. 2. Associating a suggestion with this current experience by way of an indirect hypnotic form (compound suggestion). 3. Utilizing the person's own interests, desires, frames of reference etc as a vehicle for the suggestion. 4. Associating the suggestion with a reasonable future contingency i.e something bound to happen in the future.

The suggestion proper is in italics: Shortly after you awaken, *I'm going to say something to you. I'm going to arouse you and put you back into trance.* In spite of any thinking you do, *what I say will be true.*

Serial Posthypnotic Suggestions are harder to resist than those given alone. E.g a young girl placed in a chair and repeatedly told to *go to sleep*, and to *sleep very soundly*," while holding her favorite doll. A series of subtle posthypnotic suggestions suitable for facilitating the trance training and the reinduction of trance for adults might run somewhat as follows.

When you awaken, you will open your *eyes*. . . Move and perhaps stretch a bit. . . You can talk a bit about what interests you in your experience. . . And forget all the rest. . . Until I ask you to go back into trance. . . So you can experience and remember something more.

The first three lines of the above are a series of truisms that together form an associational network of behaviors that are inevitabilities. Since they are inevitable, they tend to initiate a yes set within the patient, who probably won't

even recognize line 4 as a subtle suggestion for hypnotic amnesia. Line 5 is a fairly direct posthypnotic suggestion to reenter trance that contains an important contingency with the word until. Until means that on reentering trance the patient will remember something forgotten due to a hypnotic amnesia when he was awake. Line 6 continues the associational network binding a future trance with the current experience, and it also contains a subtle ambiguity: Will the patient merely experience and recall what was lost in the amnesia, or will there be a new experience that will then be recalled? Will it be recalled only during trance or after trance as well?

Most therapists automatically alter the tone and cadence of their voice during trance work. The patients, in turn, become automatically and usually unconsciously conditioned to experience trance in response to these vocal alterations. If the therapist adopts these vocal changes during an ordinary conversation, the patient will frequently begin to experience partial aspects of trance without quite knowing why. Since these minimal cues bypass the patient's conscious frames of reference, they are often surprisingly effective. When therapists notice these beginning manifestations of trance (e.g., eye blinking, minimal movements, blocking, some confusion, and so on), they can reinforce them with other nonverbal or verbal cues they typically use during the initial stages of trance induction. For example, when the patient is looking directly at the senior author during trance induction, he will frequently look directly at the patient's face but focus his eyes at a distance beyond. When he later does this during an ordinary conversation, the patient initially feels a bit disconcerted, then begins to experience a disorientation that can only be resolved by going into trance.

At such moments the senior author may reinforce the process with a look of happy expectation and double bind questions such as the following:

I wonder just how awake you are now?

Just how much trance are you beginning to experience?

Is that a trance you're beginning to experience?

It's comfortable to just let that happen, isn't it?

You don't have to talk, do you? It's nice just to let yourself be.

Many patients become conditioned unconsciously and automatically to begin the process of trance experience as soon as they enter the therapist's waiting room. The observant therapist need not engineer such patterns of unconscious conditioning or set them up intentionally. It is far more effective simply to observe them as they occur naturally and then to utilize them as important

indicators of unconscious processes. Some patients, for example, position their bodies in certain characteristic ways during trance. Later, during an ordinary therapeutic session, the therapist may notice aspects of that trance position developing. Perhaps a head, arm, leg, hand, or finger falls into trance position. This may be a nonverbal and unconscious body signal that the patient is reexperiencing an association to trance on some level and now needs to do trance work. When therapists recognize these body cues, they can facilitate the process with an expectant look and questions somewhat like the following:

Are you aware of what's happening to you now?

Pause for a moment. Can you sense what's taking place within you?

Do you feel you are really completely awake?

How much trance are you beginning to experience?

Posthypnotic suggestion via the initiation of expectations, tensions, or patterns of behavior that can only be completed or resolved after trance is formally terminated

Unconscious conditioning can initiate partial aspects of trance that can only be resolved by the patient actually going into trance, or that could only be resolved *after* trance by some therapeutic behavioral change on the person's part, by their unconscious.

During their first trance he will casually remark how interesting and therapeutic it can be to experience a pleasant surprise. He then obtains their willingness to experience a pleasant surprise after they awaken. A pleasant expectation is thus set up within the patients that can be resolved by a therapeutic shock or surprise after they awaken. This expectation is an unresolved tension that heightens their sensitivity to the therapeutic surprise that the therapist has planned.

The expectation of a pleasant surprise tends to suspend patients' habitual sets and attitudes and to initiate unconscious searches and processes for the promised pleasant surprise.

After the patient has been awake for a while, after coming 'back' from the trance state just induced, Erickson would guide the patient's hand and arm upward with a look of bemused expectation. The patient's arm usually remains suspended in midair because it has been given subtle but directive tactile cues to remain so (Erickson, Rossi, and Rossi, 1976). Patients usually do not recognize these tactile cues on a conscious level, however, so they are indeed surprised at the apparently peculiar behavior of their arms. The senior author will reinforce this surprise and

imply that it means the patients are entering trance in fulfillment of the posthypnotic suggestion he gave previously with remarks such as the following:

Surprising, isn't it?

Does your hand always remain up when someone touches it?

And it can be a pleasant surprise to find yourself going back into trance without any effort.

Are your eyes beginning to close?

And that hand won't go down until the other hand goes up.

The patient's surprise and puzzlement about what is happening is essentially a confusion approach to depotentiating habitual conscious sets and frameworks so that an altered state is facilitated.

MHR the person 'forgets' the 'priming' for this they were given under trance, and thus is surprised by this, at a conscious level. This opens a 'Bardot of opportunity'.

MHR during trance you lead person to expect a pleasant surprise (that will validate the power of the unconscious / trance state for therapeutic benefit i.e change / resolution of their symptoms / problems). So after they 'return', when the therapist initiates some ideomotor / cataleptic response, it is readily acquiesced to as the 'pleasant surprise', and experienced as such i.e self-fulfilling suggestion / prophecy made during trance is 'realised'...it is defined as the fulfillment of that 'prophecy' / suggestion implanted during trance ... MHR so a messiah is 'seeded' in everyone's minds, and when someone is trumpeted as being that messiah, it is readily accepted as the logical fulfillment of that long awaited / expected savior etc...also predictive programming similar...prime people to 'understand' the 'meaning' of something in advance...e.g set up 'buzz' for 'Intel' or other new product or political clown in jew world order political circus...

Surprise in a posthypnotic suggestion heightens expectancy while providing a failsafe channel for the expression of the patient's individuality after awakening. Consider the following posthypnotic suggestion, which is most appropriately offered at the end of a period of successful trance work during which the patient is in a positive mood and experiencing a yes set.

Would you like to experience a pleasant surprise after you awaken?

A patient who responds in the affirmative to this question (by head nodding, finger signaling, verbal response, smiling, and so on) is in the following situation:

The positive yes set of the trance work is carried over into the posthypnotic period. Awakening is accompanied by a sense of heightened expectation and positive motivation to experience something new. The patient's usual conscious sets do not know what the surprise, the new, will be. The patient's habitual conscious and limiting sets are therefore depotentiated in favor of something new that can only come from the patient's own unconscious. The suggestion for a pleasant surprise has been given in the form of a question which in itself initiates an unconscious search that may uncover and permit a new potential or another aspect of the patient's individuality to become manifest. The suggestion tends to be fail-safe because whatever patients experience or report after a period of successful trance work can be accepted as a pleasant surprise. If patients are happily excited, that can be a pleasant surprise. If patients are more thoughtful and appear to lapse back into body immobility as they reflect on their trance experiences, the therapist can facilitate a surprise with a suggestion such as, As you notice how quiet your body is, it may be surprising how easily your eyes can close as you go back into trance to reach a complete understanding of that. The therapist may not know what that is, but whatever it is can be facilitated. When the patient experiences a surprise in some form after trance, a therapist's final comment such as And that was a pleasant surprise, wasn't it? Tends to ratify the therapeutic work that has just taken place as well as the value of trance as a valid approach to solving problems.

The therapist employs the same 'spin doctoring' techniques of the Jew World Order, of their lawyers, advertising account executives, propagandists, priests, agitators, and what 'mind readers', 'cold readers', 'clairvoyants', 'palm readers', 'tea leaf readers', 'rune throwers', 'stick throwers', employ as their main too...ambiguity, vagueness, looseness, etc...so that it is INEVITABLE that something their dupe experiences can and will be interpreted by them as a confirmation of the 'prediction' offered by the 'supernaturally gifted' or 'god-connected' con artist / priest / sales executive / propagandist. You get 'a-ha' moments the person themselves construct on the flimsiest of grounds...by association, analog, metaphor, simile...so many roads to the same 'confirmation of prediction' or 'suggested experience' e.g 'people will see the sign of the cross in cloud formations, if primed in advance, and this is then suggested by an 'authority'...'look, the clouds, they've formed the sign of the cross, this is a sign, who can deny it' and who would deny it, and risk disapproval, rejection, abandonment by their tribe / group?

There are so many 'inevitable' behaviors people perform, usually non-consciously, that by directing their conscious mind to seek out something, they are sure to find something...that they would normally pay no attention

to...something routine and habitual...can now become a 'verification' or 'confirmation' of trance, or that some god exists, and is on their side in the field off battle, or that someone is a witch, or a terrorist, or a nazi ... I wouldn't use the Jew world order supplied 'communist' example, as evidence shows that McCarthy was totally justified in his paranoia, and that the number of communists who had infiltrated U.S society was much larger than even HE imagined.

But of course the Jew World Order managed to associate McCarthyism with 'witch trials', such is their full spectrum hegemony.

Serial posthypnotic suggestions require much thought and planning. Together with contingency suggestions, associational networks, and double binds they can constitute an almost impenetrable thicket for snagging practically any random association or behavioral potential the patient may have and holding it fast to the therapeutic endeavor (MHR desired belief imprinting). A serial pattern of suggestions will mutually reinforce each other and, it is hoped, displace the patient's symptom.

Close observation of patients on the next visit after a successful trance induction can reveal automatic re-inductions on returning to the situation / condition /state / place / chair they were induced in...the therapy session context can induce trance by association i.e become conditioned to develop some level of trance merely by returning to the 'scene of the crime'. Can utilise these to increase speed and depth of current trance induction. MHR like any institutionalized setting i.e formalized interactions e.g respect for authority, state of mind on entering a church / ceremony...any ritualized encounter has qualities of conditioning ... propaganda will re-trigger entire 'education' re: Nazism, holocaust etc...

Expressing the simple expectation of feeling rested and comfortable upon awakening from trance is generally a fail-safe, since such responses almost inevitable. To these inevitabilities one can gradually add suggestions particularly suited to the patient's needs.

Hypnotic alteration of sensory-perceptual functioning for coping with pain and facilitating comfort

Reducing pain from obvious somatic sources (such as accidental physical trauma, surgery, dentistry, obstetrics, cancer, and so on) as well as psychosomatic problems. Anxiety reduction.

Trance / hypnosis about inducing a more receptive state i.e to therapeutic (MHR and malicious manipulative) suggestions / directions, than normally possible in typical lucid / conscious state.

Aim to get patient in touch with own potentials for the control of his psychological and physiological responses and behavior.

Abolition of pain occurs in daily life situations where pain is taken out of awareness by more compelling stimuli that distract our attention away from it.

Everyone has had experiences of this nature, to prove the power of the mind in reducing pain. We simply draw our patients' awareness to these, as proof of the power of the mind.

Pain that is 'felt' is conscious. But the same stimuli can be experienced without any consciousness of pain. In sleep, preoccupation, narcotics, and hypnosis, the same signals representing the stimuli to the brain do NOT result in any subjective feelings of pain.

Immediate pain is intensified by memories of past pain and the future expectation of pain, so that it can go from being a nuisance, to being an all encompassing source of despair. Expecting it will soon disappear, makes pain less threatening, intense, pre-occupying, and threatening. The 'meaning' of the pain has a huge impact on its impact. A pain that has continued from past to present, and looms large in the future, is a different animal altogether to a brief, new, temporary affliction. MHR The 'experience' of the actual here/now pain is thus modified by these factors. The herer/now experience occurs in this context of past and future. Expectations of future pain make the future a threatening thing. It is much easier to bear temporary pain you expect to have relief from. MHR anxiety contributes much to stress / frustration, which intensify / amplify / augment the actual here/now pain by adding to it fear of future pain.

MHR facing pain, emotional and physical, one moment at a time is thus bound to reduce the 'suffering' involved...adding nothing to what is here/now... and then question of whether pain is at all possible in a moment...i.e does it have a minimum duration? A 'cycle'? A wavelength? It takes time for most things to 'develop' i.e for a woofer cone to displace the required air to transmit the audio wave...if you lived in the moment, here and now, you could NOT have ANY context for anything...no 'music', not even a wave form, so not even a note would be possible...

MHR Hypnosis allows us to change the way a person RELATES to the impression being represented as 'pain'. We can offer expectations that relief will come soon, and remove a preoccupation with the pain, with its past, and its future, removing it from these contexts, so that all we have to deal with is the actual stimuli here and now. We have, so to speak, already reduced the pain by two thirds, when we focus strictly on the here and now.

BUT MHR pain is feedback...if we ignore it, minimize it, we may be doing ourselves an injustice.

Secondary meanings resulting in varying interpretations of the pain can alleviate or intensify the subjective experience of pain. MHR no pain no gain, pain that is a means to a positive end e.g having a baby, winning a prize, glory, is clearly of a different nature to the pain of torture, or due to some stupid error such as pride or greed i.e self-inflicted pain maybe the worst subjectively.

Chronic long-term pain in an area of the body may result in a habit of interpreting all sensations in that area as automatically painful, long after the original stimulus is gone.

Iatrogenic disorders (mhr side effects of the treatment) and disease MHR can result when a doctor expresses negative expectations which the patient overhears or 'reads' in the doctors body language etc, and so the opposite, positive, self-fulfilling effects can be utilized to improve patient health, success of treatment, recovery times etc.

Pain motivates the patient to protect the painful areas, to avoid noxious stimuli and to seek aid, which is positive. It can however become a negative when it becomes 'learned' by association etc.

Pain can be described as dull, heavy, dragging, sharp, cutting, twisting, burning, nagging, stabbing, lancinating, biting, cold, hard, grinding, throbbing, gnawing etc

We can get patients to focus on these subjective qualities, to gain a history of success in dealing with the more minor properties, to build up self-fulfilling expectations when we come to tackle the more dramatic properties of the situation / condition / total pain profile and associated distressing experiences.

Any hypnotic alteration of any single interpretive quality of the pain sensation serves to effect an alteration of the total pain complex.

Remembered pain, past pain, immediate pain, enduring pain, transient pain, recurrent pain, enduring persistent pain, intractable pain, unbearable pain, threatening pain. There is a whole spectrum of meanings attached to the 'objective' stimulus, which make up our 'response' to it, our 'representation OF it.

Direct hypnotic suggestion for total abolition of pain sometimes work, but usually is of limited duration, and as it does not work in the majority of cases, you risk sabotaging future attempts i.e failure, lack of confidence in efficacy, lack of faith, in any future attempts.

The **permissive indirect hypnotic abolition of pain**, worded and offered in a fashion much more conducive to patient receptiveness and responsiveness, is more often effective.

In everyday life we see the forgetting of pain whenever more compelling stimuli attract their full attention away from their pain, producing an **amnesia** for it.

We can use a combination of partial, selective, and complete amnesias in relationship to selected subjective qualities and attributes of sensation in the pain complex as described by the patient, as well as to the total pain experience.

A fourth hypnotic procedure is the employment of **hypnotic analgesia**, which may be partial, complete, or selective. Thus, one may add to the patient's pain experience a certain feeling of **numbness without a loss of tactile or pressure sensations**. The entire pain experience then becomes modified and different and gives the patient a sense of relief and satisfaction, even if the analgesia is not complete. The sensory modifications introduced into the patient's subjective experience by such sensations as numbness, an increase of warmth and heaviness, relaxation, etc. serve to intensify the hypnotic analgesia to an increasingly complete degree.

Hypnotic anesthesia is more often accomplished indirectly by the building of psychological and emotional situations that are contradictory to the experience of the pain and which serve to establish an anesthetic reaction to be continued by post-hypnotic suggestion.

Hypnotic replacement or substitution of sensations. E.G the suggestion of an incredibly annoying, though tolerable itch on the sole of the foot to fully absorb the person's total attention, and thus distract and engage a their attention *away from* other chronic, intolerable, unbearable pain of a more threatening nature e.g associated with cancer or other potentially fatal condition. The itching is enough to distract, but it has a different meaning, offering no threat, and offering the expectation of relief from scratching in the near future. MHR.

Then hypnotically, feelings of warmth, of coolness, of heaviness and of numbness were systematically induced for various parts of her body where she suffered pain. And the final measure was the suggestion of an endurable but highly unpleasant and annoying minor burning-itching sensation at the site of her mastectomy. This procedure of replacement substitution sufficed for the patient's last six months of her life. The itch of the sole of her foot gradually disappeared but the annoying burning-itching sensation at the site of her mastectomy persisted.

The patient is convinced pain **MUST** be associated with their condition, so you replace one unbearable threatening pain with a bearable, non-threatening one, to

change the entire character of the experience of pain. MHR like the old joke of stepping on somones toes to make them forget their toothache, at least for a time.

Hypnotic displacement of pain is the employment of a suggested displacement of the pain from one area of the body to another, a.k.a *referred pain*. Pain in the hand, for example, is much more manageable, less inconvenient and frustrating, gets in the way of normal life activities, and is less threatening, than, pain in the head or stomach.

Hypnotic dissociation usually employing time and body disorientation to hypnotically reoriented a person in time to the earlier stages of his illness when the pain was much less, if often effective when drugs and other methods fail to provide relief. Ideally you would want to project a person back to a time before there was ANY pain, but this rarely works MHR the person expects SOME pain after the diagnosis, and will resist this all too obvious break with current reality.

Body disorientation is where the patient is hypnotically dissociated and induced to experience themselves as apart from their body. One woman would develop a trance state and experience herself as being in another room while her suffering body remained in her sickbed. I went into a trance, got into my wheel chair, came out into the living room to watch a television program, and I left my suffering body in the bedroom. She pleasantly and happily told about the fantasized television program she was watching. Another such patient remarked to her surgeon, You know very well, Doctor, that I always faint when you start changing my dressings because I can't endure the pain, so if you don't mind I will go into a hypnotic trance and take my head and feet and go into the solarium and leave my body here for you to work on. The patient further explained, I took a position in the solarium where I could see him (the surgeon) bending over my body but I could not see what he was doing. Then I looked out the window and when I looked back he was gone, so I took my head and feet and went back and joined my body and felt very comfortable. This particular patient had been trained in hypnosis by the author many years previously, had subsequently learned autohypnosis, and thereafter induced her own autohypnotic trance by the phrase, You know very well, Doctor. This was a phrase that she could employ verbally or mentally at any time and immediately go into a trance for the psychological-emotional experience of being elsewhere, away from her painful body, there to enjoy herself and remain until it was safe to return to her body. In this trance state which she protected very well from the awareness of others, she would visit with her relatives, but experience them as with her in this new setting while not betraying that personal orientation.

Hypnotic reinterpretution of pain experience. The reinterpreting for the patient in hypnosis of a dragging, gnawing, heavy pain into a feeling of weakness, of profound inertia, and then as relaxation with the warmth and comfort that

accompanies deep muscular relaxation. Stabbing, lancinating and biting pains may sometimes be reinterpreted as a sudden startle reaction, disturbing in character, but momentary in duration and not painful. Throbbing, nagging, grinding pain has been successfully reinterpreted as the unpleasant but not distressing experience of the rolling sensations of a boat during a storm, or even as the throbbing that one so often experiences from a minor cut on the fingertip with no greater distressing characteristics. Full awareness of how the patient experiences his pain is required for an adequate hypnotic reinterpretation of the pain sensation.

In the trance state, the patient was taught to develop an amnesia for all past attacks of pain. He was then taught time distortion so that he could experience the five to ten minute pain episodes in ten to twenty seconds. He was given posthypnotic suggestions to the effect that each attack would come as a complete surprise to him, that when the attack occurred he would develop a trance state often to twenty seconds

Hypnotic time distortion is useful where a person experiences regular attacks of pain, and where the gaps between these attacks are ruined by the fear of the coming, expected, anticipated, painful attacks. In the trance state, a patient is taught to develop an amnesia for all past attacks of pain. They are then taught time distortion so that they can experience the five to ten minute pain episodes in ten to twenty seconds. They are given posthypnotic suggestions to the effect that each attack would come as a complete surprise to them, that when the attack occurred they would develop a trance state often to twenty seconds duration, experience all of the pain attack, and then come out of the trance with no awareness that they had been in a trance or that he had experienced pain. Thus the patient, in talking to their family, would suddenly and obviously go into the trance state with a scream of pain, and perhaps ten seconds later come out of the trance state, look confused for a moment, and then continue their interrupted sentence. MHR this is an extreme case of where 'being here, now, and taking a Zen approach to life, becomes clear.

Hypnotic suggestions effecting a diminution of pain, - not a complete removal of the pain, are less likely to be resisted and rejected by the conscious mind. By suggesting that the diminution occur *imperceptibly*, the suggestion is made even more effective. It is impossible to deny / challenge such a suggestion. And so any slight diminution, real or merely possible, can be taken as proof that the therapy is working / effective i.e gives credence to the idea of trance / suggestion / hypnosis / the power of the unconscious to provide relief / solutions. The efficacy will more likely thus be validated, and produce self-fulfilling prophecies and placebo effects via faith in the process.

This diminution is usually best brought about by suggesting to the hypnotized patient that his pain is going to diminish imperceptibly hour after hour without his awareness that it is diminishing until perhaps several days have passed. He will then become aware of all pain or of special pain qualities. By suggesting that the diminution occur imperceptibly, the patient cannot refuse the suggestion. His state of emotional hopefulness, despite his emotional despair, leads him to anticipate that in a few days there may be some diminution; particularly that there may be even a marked diminution of certain attributes of his pain experience. This, in itself, serves as an autosuggestion to the patient. In certain instances, however, the patient is told that the diminution will be to a very minor degree. One can emphasize this by Utilizing the ploy that a one percent diminution of his pain would not be noticeable, nor would a 2 percent, nor a 3 percent, nor a 4 percent, nor a 5 percent diminution, but that such an amount would nevertheless be a diminution. One can continue the ploy by stating that a 5 percent diminution the first day and an additional 2 percent the next day still would not be perceptible. And if on the third day there occurred a 3 percent diminution, this, too, would be imperceptible. But it would total a 10 percent diminution of the original pain. This same series of suggestions can be continued to a reduction of pain to 80 percent of its original intensity, then to 70 percent, 50 percent, 40 percent, and sometimes even down to 10 percent. In this way the patient may be led progressively into an even greater control of his pain.

Always keep in mind that pain often serves useful purposes to the individual. It constitutes a warning, a persistent warning of the need for help. It brings about physical restriction of activity, thus frequently benefiting the sufferer. It instigates physiological changes of a healing nature in the body. Hence, pain is not just an undesirable sensation to be abolished, but rather an experience to be so handled that the sufferer benefits. MHR, but once we have acknowledged the pain, and thanked it for its warnings, and have taken all the reasonable measures to avoid / remove etc the 'stimulus' that is being interpreted and 'represented' as 'pain', we can offer the body alternative ways to represent that stimulus, to maintain the original message / feedback / warning, in a representation e.g 'color gradient', like a 'fire hazard chart' that provides the same information, without resort to any suffering. So we will calm down, breathe deeply, massage our neck and head etc, and stop whatever it was that was frustrating / irritating / stressing us out, but not need to resort to pain killers for the pain, which has served its purpose now, and is no longer required. MHR but society wants us to pretend there is no REAL problem, and to simply mask the screaming feedback that is yelling 'this is no good, this is a problem, stop this etc, with a dulling pain killer, so that the person can ignore the feedback, the information, and continue serving as the mere means to someone else's ends. Consider the emotional pain of an abattoir worker, abortionist, soldier, prison warden, or even unhappy housewife. The fire is hot, or the life is dull and unrewarding, but the 'employer' wants you to keep your hand in the fire, or stuck in that condition, as it suits THEM.

Conversational Approach to Altering Sensory-Perceptual Functioning: Structuring a Therapeutic Frame of Reference

W: Well this phantom pain-if we could lick that, it would be wonderful.

E: All right. Now I am going to give you a story so that you can understand better. We learn things in a very unusual way, a way that we don't know about. In my first year of college I happened to come across that summer a boiler factory. The crews were working on twelve boilers at the same time, and it was three shifts of workmen. And those pneumatic hammers were pounding away, driving rivets into the boilers. I heard that noise and I wanted to find out what it was. On learning that it was a boiler factory, I went in and I couldn't hear anybody talking. I could see the various employees were conversing. I could see the foreman's lips moving, but I couldn't hear what he said to me. He heard what I said. I had him come outside so I could talk to him. And I asked him for permission to roll up in my blanket and sleep on the floor for one night. He thought there was something wrong with me. I explained that I was a premed student and that I was interested in learning processes. And he agreed that I could roll up in my blanket and sleep on the floor. He explained to all the men and left an explanation for the succeeding shift of men. The next morning I awakened. I could hear the workmen talking about that damn fool kid. What in hell was he sleeping on the floor there for? What did he think he could learn? During my sleep that night I blotted out all that horrible noise of the twelve or more pneumatic hammers and I could hear voices. I knew that it was **possible to learn to hear only certain sounds if you tune your ears properly**. You have ringing in your ears, but you haven't thought of tuning them so that you don't hear the ringing.

Since rapport and response attentiveness were already established with this couple, the senior author was able to immediately structure a therapeutic frame of reference with this story about how the unconscious automatically learns to adjust our sensory-perceptual functioning in an adaptive manner even when we are asleep. He does not tell them in a direct and intellectual manner that they will have to learn to alter their sensory-perceptual functioning. If he did, they might find some issue to argue about or, as so commonly happens with patients who have experienced a great deal of failure, they might immediately plead that they could not alter their functioning; they would not know how to do it, or would not be able to believe that it could happen to them. His stories about himself and the illustrations he continues to present are all established facts that together structure the basic frame of reference which the couple will need for their therapeutic work. He continues now in a rather humorous vein.

It is so hard to convince someone who doesn't wash often enough that he has to wash more often. He doesn't smell himself!

What people don't know, that they can lose that pain and they don't know they can lose that ringing in the ears.

All of us grow up *believing that when you have pain, you must pay attention to it. And believing when you have ringing of the ears that you must keep on hearing it.*

Erickson tells his anecdotes and then once he 'has' his listener, he gradually begins to intersperse therapeutic suggestion (in italics) about how they can learn to tune out their ringing in the ears (MHR I use it as biofeedback i.e audio feedback when I am not attending to my stress levels i.e start deliberate calming measures e.g deeper breathing, relaxation) and he can lose their pain. Because these suggestions are interspersed within a network of stories they are interested in hearing, the patients tend to accept the suggestions (without even realizing that therapy is taking place) particularly since the senior author moves quickly on to another interesting anecdote before they can protest or reject or even think about the interspersed therapeutic suggestions..

Erickson has not made any effort to induce a trance in a formal manner, but his stories are so absorbing the couple's attention that they are actually a bit entranced.

They simply sit quietly with their eyes fixed upon him. They are obviously relaxed and oblivious to anything else that might be going on around them. They are exhibiting a state of response attentiveness that is ideal, for the receptivity will enhance their experience of therapeutic trance.

Once listener has entered 'yes set', agreeing with all the anecdotes that applied to other people, it is agreeable to accept any suggestions that he might learn to do the same as those other people in the stories. **MHR we have 'yes' 'agreement' 'acceptance' momentum!** A high degree of expectancy for a therapeutic response has been created.

Erickson frequently trains people to go into trance by counting from 1 to 20 and to awaken by counting backward.

It is usually quite easy for patients to experience relief from their symptoms during autohypnosis. The problem is when they come out of it. The challenge is to extend this comfort for longer periods - second by second, by **geometric progression** The senior author then asks them if they can extend their symptom-free condition for one second after trance today. Then double it to two seconds tomorrow. And double it again to four seconds the day after. If they continue doubling the amount of symptomfree time in this geometric progression every day, in eighteen days they will be extending it for more than twenty-four hours.

And your next problem is learning to keep that good feeling a second longer. And two seconds longer. Then four seconds longer. And six! And eight!

Blood pressure changes according to where the blood is. When you go to sleep at night, your blood drains out of your brain and into a plexus, a collection of blood vessels in the abdomen. You wake up and blood pressure is increased and shoves blood back into your brain.

You can think about increasing your heart rate and you can speed it up. And you can do it comfortably and easily. So long as you know that you can do it.

Erickson always casually mentions how a momentary or temporary return of a symptom can be a normal signal about the body's functioning rather than the persistent return of the symptom or illness per se. This forestalls many lapses back into illness.

One of Erickson's favorite approaches to trance training is to have a new subject watch another more experienced subject go into trance.

Therapists can train themselves to be able to measure someone's pulse visually, by observing a vein on the temple, throat, or arm.

It is possible to learn to dissociate one's attention, or put one part of a body in trance, to increase trance depth or cope with symptoms.

Symptoms may seem constant and unchanging. Yet invariably there are moments when we are so distracted that they are outside the central focus of our awareness. This little-recognized fact is usually received with a sense of surprise by patients - a surprise that further depotentiates their old symptomladen frame of reference and initiates a search on an unconscious level for those unconscious processes that may now be utilized for symptom relief.

Our main, very difficult learnings we achieve without knowing that we are achieving those learnings. You can learn easily things about yourself and learn them without needing to know that you have learned them. That you can use those learnings without needing to know that you know those learnings. I am going to ask both of you to awaken gently and comfortably.

You can use those learnings without, needing to know that you know those learnings, contains some subtle implications. The patients can learn to use paintransforming mechanisms on an unconscious level to such an automatic degree that they need not even know they are successfully dealing with pain. Since consciousness is not even aware of the automatic operation of these newly learned pain-control processes, consciousness need not know about the presence of current and future pain. The senior author has emphasized that pain has three

components: (1) memories of past pain, (2) current pain, and (3) anticipation of future pain. His last suggestion can be understood as a means of coping with the latter two without giving consciousness an opportunity to dwell on the process and possibly interfere with it

This approach is to be used with appropriate clinical caution. Where the pain does not serve any useful function as a signal about body malfunction that their physician needed to know. Thus their pain could be eliminated completely for optimal relief. When pain is an important signal about a body process that the physician needs to know about, then the presence of pain should certainly not be eliminated from consciousness entirely. In such cases the pain can be transformed into a warmth, coolness, itch, numbness, and other symptoms. The aversive quality of pain is thereby eliminated, but its signal value is maintained.

Because of the relative lack of associative bridges, trance events tend to remain dissociated from the patient's habitual frameworks and may thus become amnesic. MHR the trance events are non-sequitur from what came before or follows, so it has no 'meaning', no 'traction', no 'significance', no 'context'. Erickson deliberately rambles on before the trance, induces the trance and makes the suggestions, then continues his previous ramble, as if there had been no intermission, and no suggestion. This is to encourage non-recollection of the suggestion. This prevents the patient's limited and maladaptive belief systems from later working and possibly undoing the suggestions accepted during trance. The amnesia also tends to vividly ratify trance as an altered state for the patient.

Have person gradually convert e.g a ringing in the ears, first into a melodic ringing, then ringing in time / tune / pitch with their favorite music, until gradually they have replaced the ringing with their favorite music, so it is not nuisance any more, and then can chose to hear it or not.

Erickson used a very dramatic approach to establish rapport, response attentiveness, and trance induction, where clients showed extreme doubt / resistance / negativity / hostility about efficacy of process. Often the doctors who had previously treated them had conditioned them to reject trance / hypnosis as a waste of time and money.

Trance is most effective on psychogenic origin, like that of phantom limb pain (MHR though nerve ENDINGS intact, so possibly really being triggered by severed ends of nerves?)

An unusual trance induction.

A case where Erickson worked simultaneously with husband and wife. This couple was in their early twenties, however, and they came to therapy in a very negativistic and doubting mood. Because of their extreme doubts Erickson used a

very dramatic approach to establish rapport, response attentiveness, and trance induction.

Archie and Annie were high school sweethearts. They were idealists who went ahead with their plans to be married even after Archie's back was broken and his spine severed in the Viet Nam war. Archie had returned to civilian life permanently in a wheelchair with intractable back pain. His physicians said he would have to learn to live with it. They had warned him against any sort of black magic with hypnosis, which was certainly not worth his time. Archie and Annie nevertheless wanted to try, although by the time they came to their first interview they were in a hostile, negative, and doubting mood regarding their prospects.

E: Annie, you are not to move off that carpet. And you are not going to like what I am doing. It will be offensive to you. It will be offensive to Archie. Now here is a strong oak cane, Archie. You can hold it and you can clobber me at any moment that you think I am doing wrong. You won't like what I'm going to do, Archie, but watch me carefully and clobber me just as soon as you think it is necessary.

Now I'm going to take this other cane and you watch what I'm doing. You will feel what I'm doing Annie. Archie will see what I'm doing. I will stop as soon as you close your eyes and go into a deep trance.

The senior author gently and tentatively touched about her upper chest area with the tip of his cane and then began to gingerly push the upper part of her dress apart, as if to expose her breasts. She closed her eyes, remained rigidly immobile, and apparently went into a deep trance. She had to escape the unpleasant reality of that cane. As soon as she closed her eyes and manifested a trance state, Archie was so surprised he almost dropped his cane.

Erickson was channeling their very evident hostility and vague doubts about hypnosis in general into a very specific rejection of Erickson's behavior.

The poking cane certainly fixated her attention, and the shock of it all certainly depotentiated whatever conventional mental framework she had about how doctors behave and what hypnosis was about. As she stood there, desperately uncertain about what was happening, she was sent on an unconscious search for the trance-inducing processes within her own mind that would release her from her embarrassment. The senior author said he would stop only when she went into trance. She could only escape the unpleasant poking by going into trance. She need not reject the whole situation outright, because, after all, her husband was right there with a stout cane supposedly protecting her. By giving Archie the cane, the senior author was very carefully giving him a channel through which he could focus his hostility. He was also fixing Archie's attention so intently that the

young man was in that state of intense response ; attentiveness characteristic of therapeutic trance as he watched the unorthodox proceedings with disbelief. Thus his general doubt and disbelief about hypnosis could now be channeled, displaced, and discharged onto the apparently ridiculous behavior he was witnessing. Without quite realizing it, he also became convinced that Erickson could perform the unspeakable, the unorthodox, and, by implication, an unusual cure.

E: Annie, when you awaken, you can sit in your chair, and no matter what you think, whatever I say is true. Do you agree to that?

[Annie nods her head yes repetitiously in the slight and slow manner characteristic of the perseverative behavior of trance.]

Whatever I say is true, no matter what you think.

This was a carefully formulated two-level suggestion: (1) No matter what you think is a phrase recognizing her conscious doubts that enables Erickson to focus her attention by utilizing her own mental framework of doubt and resistance. She could think whatever she liked within this doubtful frame. At the same time (2) on an unconscious level she was to make true or real whatever Erickson was to later suggest. We could also say that two realities or belief systems were permitted to coexist side by side in a more or less dissociated manner: (1) The conscious belief system of doubt and resistance to hypnosis that she brought to the therapy situation, and (2) the new reality of hypnosis Erickson was introducing in such a suddenly shocking manner that neither she nor her husband could properly evaluate and understand it. She was permitted to indulge in her previous belief system even while Erickson's reality was being introduced in a manner that she could not avoid or resist. Whatever the doubts or resistances of her previous beliefs, she was certainly not prepared to cope with a cane probing her dress while her husband stood poised with another heavy cane ready to clobber the crippled doctor. Since her conscious mental framework could not cope with the situation, her unconscious had to intervene with the appropriate responses of going into trance and accepting Erickson's suggestions.

The senior author assessed and deepened her trance by obtaining her positive response to his two-level posthypnotic suggestion. He then asked her to awaken and sit down. She sat down with a look of expectation, doubt, and hostility. He then addressed her as follows.

E: Now you are awake, Annie. You don't know what has happened. You can think that you wish you knew, but you don't know.

With this the senior author was stating the obvious. Certainly Annie did have questions on her mind about what, if anything, had happened. Thus the truth of

the first part of the statement, You can think that you wish you knew opened a yes or acceptance set for the critical suggestion that follows, but you don't know. This suggestion is critical because it implies that something important did happen, but she does not know what. The implication that something happened means she may no longer be what she has always experienced herself as being. The something that happened may be hypnosis; it may mean she now will be able to experience whatever reality Erickson is going to suggest. The not knowing thus opens a gap in her belief system that initiates an unconscious search for the internal resources (unconscious processes) that will be needed to carry out Erickson's further suggestions. Not knowing thus facilitates the utilization of inner resources that she had never been able to contact previously in a voluntary manner.

E: Aren't you surprised you can't stand up?

With this suggestion in the form of a question, Annie did indeed experience amazement at not being able to stand up. The senior author said she would be surprised, and she certainly was. His question quickly filled the gap and expectation that had been opened in her belief system by setting into operation mental processes that somehow prevented her from standing up. Annie probably did not know why she did not stand up. Neither was she aware that the senior author had also prescribed her reaction of "surprise at not being able to stand up. Certainly it was true that she would be surprised at not being able to stand up. His question was thus another obvious truism that anyone would have to accept. Even without the previous gap having been opened in her belief system, this question of surprise could stand as beguilingly effective suggestion that anyone would have to accept as true. And most would also experience its implication of the involuntary behavior of not being able to stand.

E: No matter how hard I struck you with this cane, you would not feel it. And suppose you take your hand and hit yourself hard on the thigh. It's difficult for me to come over and do it myself, so go ahead. Hit yourself as hard as you can on your thigh. It won't hurt!

With this Annie did indeed strike a numb thigh and was startled at the effect. She replied, I felt it in my hand but I didn't feel anything in my leg. Having successfully experienced one fairly easy hypnotic phenomenon in not being able to stand, Erickson judged that she was now ready to experience the really important phenomenon of anesthesia. He made a veiled threat with the thought of striking her with his fearsome cane, so that she cannot help but feel some relief at being permitted to test the anesthesia by herself. Erickson then offers further relief with the fact that he really cannot come over to her (since he is crippled) and thus reinforces her further for a successful self-test of anesthesia. Erickson (Erickson, Rossi, and Rossi, 1976) has stated, the unconscious always protects

the conscious. Certainly Annie did feel a need for protection at this moment. The protection came from her unconscious, which effectively mediated the neuropsychological mechanisms that permitted her to say she had indeed experienced an anesthesia in her leg. Pressing on, the senior author now extends the anesthesia further.

E: Now Annie, you can hit your thigh again but won't feel it in either your thigh or your hand.

The senior author now generalizes her successful anesthesia of the thigh to her hand by associating them together in this strong direct suggestion. Annie then slapped her thigh again and exclaimed, I heard that slap, but I didn't feel it in my hand or my thigh. Thus Annie spontaneously confirmed the reality of the anesthesia to her husband. He could doubt Erickson's explanations, but he could not doubt his wife's reactions. Hence the negative attitude induced by his physician was not disputed by his witnessing Annie's experience - it was depotentiated. That is, he was now experiencing a suspension of his previously doubtful and disbelieving frame of reference. Before he could reassert his doubt, Erickson quickly introduced him to a formally labeled trance.

E: You heard that, Archie, you can go into trance now.

Annie's experience was an effective use of modeling hypnotic behavior for her more resistant husband. The senior author then formally induced trance with a compound statement. You heard that was an undeniable truth that opened an acceptance set for the suggestion, Archie, you can go into trance now. Archie could not deny the reality of his senses regarding his wife's experience, and thus had to accept Erickson's suggested reality of trance.

E: Now, Archie, you've had many long years of happy feelings. Why not get those happy feelings back? You've had all the pain you need.

With such suggestions the senior author began to evoke Archie's sense memories of previous years of good body feelings before his back injury. These memories of good body feelings will be utilized to replace his current pain. Notice the therapeutic pun contained in the phrase happy feelings back. Without realizing it Archie was receiving associations of happy feelings with his injured back.

E: I cannot guarantee you against all future pain, but I can tell you to use pain as a warning.

With such suggestions Archie was able to experience considerable relief from pain. A few months later he caught the flu and telephoned Erickson for a booster shot, since with the flu there was a recurrence of back pain.

Hypnosis and the therapeutic trance refer to focused concentration, focused attention, directed in the best manner possible to achieve the patient's goals. You can facilitate that with anyone whose motivations and needs you understand.

E: When I want a patient to develop an analgesia, I'm very likely not to mention this question of analgesia. I'm very willing to let the patient tell me all about that pain until I can see from the expression on his face that he thinks I understand. I'm not averse to saying a few things, little things that makes the patient think I do understand. And then I'm very likely to ask him some simple question that takes him far away from this question of the pain: Where did you spend last summer? The patient can be rather surprised at that question about last summer. Last summer he didn't have that pain. We can go into the question of the pleasures and joys and satisfaction of last summer. Emphasize comfort, physical ease, joys, and satisfactions, and point out to the patient how nice it is to continue to remember the joys and satisfactions of last summer, the physical ease of last summer. When the patient seems to be getting just a little bit edgy, I remind him of when he was rowing the boat and got that blister on his hand. It hurt quite a bit but fortunately healed up.

I haven't been afraid to mention hurt or pain or distress, but it is far away from that backache the patient started telling me about. I've mentioned pain from a blister due to rowing a boat last summer and I haven't been shocked by that uneasy expression on his face

In hypnosis your task is to guide the thinking and the association of ideas that the patient has along therapeutic channels. You know very well that you can have a painful spot on your body and go to a suspenseful movie and lose yourself in the action on the screen and forget all about that pain in your leg or the pain in your arm, aching tooth or wherever. You know that, so why not do exactly the same sort of thing with your patient? If you are operating on a patient in your office and you are aware of the fact that it can cause pain, you can direct your patient's thinking to an area far removed from the pain situation.

I'm thinking of a patient of mine who said, I'm afraid to go to the dentist, I agonize so much, I perspire so frightfully, I'm in absolute misery. I asked the patient immediately, Did you do that as a child?

I was listening to her complaint about pain, anxiety, distress, and I asked her what she did in her childhood. I made good contact with her by talking of the distress she was interested in, but I shifted to another frame of reference - childhood. She now talked about her childhood distress, but that was so far away that it was less disturbing and she felt a bit more comfortable. My next step was to ask her what her favorite pleasure was as a child. Now, how do you get from

pain, anxiety, distress, to pleasure as a child? In this case it took only two associative steps. It was so delightful to switch and discuss with me a favorite activity of her childhood. Now she discussed this pleasure in immediate connection with my first question of her experience of distress in childhood. By that immediate succession of questions I tied the two together - distress and favorite activity.

After she told me all about her favorite pleasures as a child, one in particular, I suggested that when she went to the dentist's office, she should really settle in the dental chair. As she really squirmed around in the chair and really felt her seat on the chair seat, her back on the back of the chair, her arms on the arms of the chair, and her head on the headrest, she would have an overwhelming recollection of her favorite childhood activity that would absolutely dominate the entire situation. Now, what had I done? I had taken the painful realities of the dental chair, squirming around trying to get a nice comfortable seat (and I wiggled around in my seat to role-play the way I wanted her to find herself in that dental chair), and associated it with one of her favorite childhood activities. The thing that she remembered was playing in the leaves on the lawn. In the autumn you can build great big houses out of the leaves, nice pathways through piles of leaves, you could bury yourself in the leaves. You could squirm around and get nice and comfortable in those leaves and the rest of the real world would seem far away.

With that she simply went into a very nice anesthetic trance in the dentist's office without any direct suggestions for anesthesia. Now and then the dentist would ask her some stupid question when she really wanted to think about the leaves. The dentist thought that she was an awfully cooperative patient. Mentally she would notice that here was some stupid person trying to talk to her when she was burying herself in the leaves, probably some grownup yelling at her, but she was more interested in the leaves. She could have dental surgery done and not be bothered by it.

You can achieve anesthesia indirectly by shifting the person's frames of reference. In this case the critical shift was to, What was your favorite activity as a child? And then I could really elaborate on that. In other words, you very carefully raise a question.

You raise it in such a way that you can slide past the difficulty and start up another train of mental activity, of emotional activity, that precludes the possibility of feeling pain. Some of my sophisticated subjects with training in clinical psychology and psychiatry, that I have used as subjects, will pick apart the technique that I have used on them. They then recognize the validity of it from their own experiences. They will have me employ precisely the same

techniques on them again because they know that they are human and that you can do the same thing with pleasure, over and over again.

I think it is an error to always strive to get an anesthesia or an analgesia directly. I think you should be willing to accomplish them indirectly because every time you ask somebody "Forget that this is a watch, you're asking them to do a specific thing - to forget - to forget what? A watch. Now, remember, forget that watch. That's what you're saying when you say," "Forget the watch. But you can ask them to look at this, an interesting thing. It rather amuses me. It's rather fascinating how you can look at something and become tremendously fascinated with it, and then the topic of conversation changes, and you drift far away to that trip you had in Europe. Now what was it I came up here for? You drifted far, far away from your original preoccupation because you started following your different trains of thought.

MHR Buddha taught this too, to replace / displace a negative thought / idea / feeling with a positive one, rather than trying to resist / challenge / NOT think the bad / negative / painful one.

Now the next thing that you should bear in mind is that when you take away the sense of feeling, anesthesia or analgesia, you've asked your patient to make a different kind of a reality orientation. In some of my earliest experimental work I asked students to discover what the mental processes were in picking up an imaginary apple and putting it on a concrete reality table in front of them (Erickson, 1964). What are the mental processes? A goodly number of the students complained of feeling funny all over and gave up the task; they left without completing the experimental situation. They were losing their contact with reality. Therefore, they felt funny. Now when you induce an analgesia, you are asking your patients to lose a certain amount of their reality contact. You are asking them to alter it. Then they begin to feel funny - they may recognize it or they may not. But they can react to that by getting out of the situation because it is strange and uncomfortable. Therefore, whenever you induce an analgesia or an anesthesia, you must see to it that your patients don't get frightened in one way or the other by the loss of their usual reality relationship. I let those students feel funny all over and let them run out on me because it was an important experimental finding that I wanted to study.

MHR the huge challenge facing anyone trying to 'update' their own or other person's 'definitions of reality i.e maps / models / belief systems / beliefs / faith is this discomfort / fear of the BARDOT i.e the absence of 'what I know' of 'the known and comforting / reassuring'".

In working with patients in the office, when they get a funny feeling, whether they recognize it as a funny feeling or they just experience it as discomfort, they want to run out, too. But they can't afford it, and neither can you. Therefore, it is

your obligation to tell them that one of the astonishing things is that as they begin to feel more comfortable or they get more and more interested in this or that, perhaps they will notice the light in the office is of a softer hue. Quite often I have told patients in my office, I hope you don't mind here as we continue our work if the light automatically dims and becomes softer or lighter." Whenever their reality orientations are altered, I know patients are going to tell me the office is getting lighter or darker, or getting warmer or colder, or they feel afraid, or that they feel the office is getting bigger or smaller, that they are feeling taller or shorter. They get all manner of changes in their sense of reality whenever we explore anesthesia or analgesia. These spontaneous sensory-perceptual alterations are all indications that the patients' reality orientations are altered; trance is developing whether a formal hypnotic induction has been carried out or not. As patients learn to be more comfortable with these spontaneous alterations, they can allow themselves to go deeper into trance. They learn to give up more and more of their generalized reality orientation (Shor, 1959), and they become more capable of experiencing all the classical hypnotic phenomena as well as achieving their own therapeutic goals.

MHR Milton Erickson clearly identified his task as that of bringing about a hypnotic state in which he could stimulate her unconscious to use her past learnings in a therapeutic manner. We all have a repertoire, have experienced, have produced in ourself, every phenomena that trance / hypnotic therapy seeks to employ therapeutically, to provide relief from a particular 'problem' or 'symptom'. E.g we have all experienced trance states, forgetting of pain during great book or other distraction, 'referred' pain i.e feel pain in one area when stimuli really in another, amnesia for memories i.e forgetting, positive and negative hallucination e.g not seeing keys on table, and seeing things that aren't there e.g curtain 'seen' as a girl sitting in the window, pot plant 'seen' as menacing face i.e Gestalts interpreted according to our expectations / current thoughts...waking to see spiders that aren't there, as eyes adapt to being open, being certain of a 'fact' that turns out to be untrue, even concerning something we 'saw' or 'heard' or 'confidently recall' or 'are sure of'. The therapist can use these typical capacities for time distortion, amnesia, anesthesia (where you forget pain, or don't notice it e.g focused / intently concentrating-attending to something else e.g running from vicious dog) or watching engaging scene / film/ reading / lost in reverie / thought / daydream, which we DO have experience of but have forgotten or don't think about...telling stories helps us remember our own latent potentials, what we've already done / experienced / managed, and thus can employ for our own benefit again, as the means to relieving / solving some particular challenge / symptom / problem.(copied to intro)

I didn't want to try to struggle in a futile way when the woman had already learned morphine had no effect on her, when Demerol, no matter how large the dose, seemed to have no effect on her. I didn't want to try to struggle with her and tell her she should go into a trance, because that would be a rather futile thing. Therefore, I asked her to do something that she could understand in her own reality orientations. I asked her to stay wide awake from the neck up. That was something she could understand. I told her to let her body go to sleep. In her past understandings as a child, as a youth, as a young woman she had had the experience of a leg going to sleep, of an arm going to sleep. She had had the feeling of her body being asleep in that hypnagogic state of arousing in the morning when you are half awake, half asleep. I was very very certain the woman had some understanding of her body being asleep. Thus the woman could use her own past learnings. Just what that meant to her, I don't know. All I wanted to do was to start a train of thinking and understanding that would allow the woman to call upon the past experiential learnings of her body.

The next thing I asked her to do after her body was asleep was to develop an itch on the soles of her feet. How many people have had itches on various parts of their bodies? Miserable itches, uncontrollable itches, distressing itches. We all have had that sort of experience, therefore I was again suggesting something to her that was well within her experience, within her physiological, psychological, neurological experience; within her total body of learnings. I was asking her to do something for which she had memories, understandings, and past experience. I was very, very urgent about this development of an itch. The woman shortly reported to me that she was awfully sorry she could not develop an itch. All that she could do was to develop a numb feeling on the dorsum of the foot. In other words the woman was unable in her state of pain to add to her state of pain. She did the exact opposite. She developed a feeling of numbness, not on the sole of the foot, but on the dorsum of the foot.

Now, what was my purpose in seeing her? That is the thing that all of you should keep in mind in dealing with patients. You are seeking to alter their body experiences; their body awareness; their body understandings; their body responses. Every change that develops should be grist for your mill, because it means that the patient is responding. When Cathy told me she had the numbness on the dorsum of the foot, I accepted that as a most desirable thing and I expressed regret, politely, that she had not been able to develop an itch. Why did I express a polite, courteous regret that she had not developed an itch? Why should I criticize or find fault with my patient's responses? I should be gracious about it, because Cathy had a lifelong history of experience with people who had been courteous, who had expressed regret, and who thereby put her at ease since earliest childhood in various situations. Cathy had a background of experience into which my courteous regret could fit.

Now the point I am trying to establish is this: When you talk to patients, talk to them to convey ideas and understandings in such a way that your remarks fit into the total situation with which you are dealing. You try to elicit an ever-widening response on the patients' part so that they respond more and more with their experiential learnings, with their past memories and understanding. Cathy could accept my apology and feel obligated. Since she failed me in one regard, she could feel obligated to put forth more and more effort on the thing that I accepted. While accepting Cathy's numbness on the dorsum of her foot, I also utilized her own background and personality to intensify her efforts to please me. Since I had been so gracious in accepting her failure to produce the itch, I intensified her motivation to cooperate with me in any further tasks.

The next thing I did was to suggest that the numbness extend not only over the dorsum of the foot but perhaps to the sole of the foot and the ankle. Well, of course, in suggesting the sole of the foot where Cathy had failed to put an itch, she would be all the more eager to produce the numbness. As surely as she did that, she would be obligated to develop a numbness of the ankle. Of course Cathy had had plenty of experience being unaware of the sole of her foot, unaware of her ankle. Cathy knew what numbness was, and she had body learnings of those things. Therefore, when I asked her to do those things, she could make a response. Now Cathy was not paying any attention to her bed, to the pictures on the wall, to the presence of the other physician with me, to the tape recorder that was in full view. Cathy was directing her mental attention to her body learnings. In the use of hypnosis you need to be aware of the total unimportance of external reality. Now as Cathy developed the numbness in the sole of her foot and the numbness in her ankle, she withdrew more and more completely from the reality of the room. She was giving her reality orientation to her body, not in terms of cancer pain but in terms of body learnings of numbness. Cathy became very greatly interested in letting the numbness progress from her ankles to the calf, to the knee, to the lower third of the thigh, the middle third, the upper third, having it cross over to the other side of her pelvis and go down the other leg so that

she had a numbness from the umbilicus down. Now that interested Cathy. At that moment, of what interest was the ceiling, the bed, the doctor, the walls, or anything else? Cathy's interest was directed to that state of numbness just as dental patients should be so fascinated by the thought of the control of capillary circulation, by the thought of dental anesthesia, by the thought of learning how to chew their food with a different kind of bite so that they won't have temporal mandibular pain. The thing that interests the patients, the reason they are in your office, should be the point of orientation.

With Cathy oriented to the numbness of her leg and pelvis it was a simple matter to extend the numbness up to her neck. Cathy had metastases throughout her torso, she had lungmetastases, metastases in the bones in the spine as well as the

bones of the pelvis. When you consider that sort of thing, you make every effort to extend the numbness. Here is a patient who knows that she is going to die within a few months. She has been assured of that by physicians whom she trusts and believes, so death is an absolute reality, while the walls of the room, the bed itself might not be an important part of reality. This matter of impending death, this matter of her family, was an unforgettable reality, and so in dealing with her experience of pain it was necessary to include some of the ordinary reality of her daily existence. Cathy had had that cancer for about a year. If I want to help Cathy, I have to organize any hypnotic suggestions that I give her in such a fashion that they incorporate some of Cathy's own thinking, some of Cathy's own understanding. The first thing I did for Cathy in the matter of numbness of the chest was to mention that her cancer first started in her right breast and then to mention that there was still an area of ulceration at the site of the surgery and that that ulcerated area was painful. That is a bit of external reality but it is also a bit of body reality, because Cathy could look down at that ulcerated area, which made it external to her because it was something she was looking at. The pain was a personal experience within her body. The visual thing was external and unpleasant and disagreeable, and that external vision could threaten her life. The pain and distress was an internal experience so far as Cathy was concerned. Therefore, I made Cathy aware of some of the external environment. She was already aware of the internal environment, so I merely made certain to include external environment, but an important part of external environment. The walls in her bedroom, the pillows on her bed, weren't important parts of external reality, but her visual impression of that ulcerated area was a most important part of her external orientation, and so I directed her attention to that.

Cathy had expressed regret because she had not been able to develop an itch on the sole of her foot. What should I do? Now, too many operators, too many people who use hypnosis try to be perfectionists, they try to accomplish too much. That is one of the reasons for failure in many instances - the effect to try to accomplish too much. Any student in high school or college will tell you: certainly I can't make 100, I might make 95, or I might make 90, I can't do better than an 85, I am lucky to get an 80. We have that sort of an orientation. Even the expert marksman says: I hope to get 10 out of 10, but I am not at all certain of that. Expert bowlers would like to make a certain score, but they never really honestly expect in every game to have a perfect score; they expect a certain amount of failure. Those who use hypnosis had better bear in mind that the patients they are working on have a lifetime of experience in expecting a certain amount of failure. You, as the therapist, ought to utilize, you ought to go along with, the patients, and you ought to be the one that picks out the area of failure.

Therefore, in suggesting relief I was very very careful to ensure a certain percentage of failure. What had failed Cathy in the first place? Her first failure was in that right breast, that is where the cancer started, that is where she had her

first sense of personal failure. Her right breast had let her down. Her right breast had doomed her. There is no way of getting around that understanding on Cathy's part. That right breast had doomed her. So now I express my sorrow, my regret that I couldn't take away the pain at the site of that awful ulcerated area on her chest. I recognized aloud to Cathy that that was a minor pain, a minor distress, and I was awfully sorry that I failed. Now Cathy could agree with me, and she could agree with me when I wished that I could produce the same numbness there that I had produced elsewhere in her body. In other words I made use of the double bind: As long as she had distress at the breast area, she had to have numbness elsewhere in her body. Thus I had all of Cathy's general experience substantiating the numbness of most of her body.

Now, there is nothing magical about what I did - it was a recognition of the thinking that Cathy would do . . . the thinking and the understanding that would derive out of Cathy's ordinary life. A woman who grew up in this culture, in this age, would have certain learnings as a result of just being alive. Now, when I left that minor pain, that minor distress, it proved that I was not God. It just gave Cathy another goal to strive for, even though she had the feeling that she would fail as far as this minor pain was concerned. Cathy lived from February, when I saw her, until August. She lapsed into coma and died rather suddenly. But during that length of time, Cathy was free of pain except in this one particular area, but as Cathy said, she didn't hold my failure against me. Why should she? By letting her keep that minor pain, I ensured the success of the rest.

When I first approached Cathy, I had no understanding at all about how I could produce a relief of pain for her, because I didn't know her. I knew nothing really about the uniqueness of her own individual learning. My initial task was to say something that would get Cathy's attention and allow her to make her own personal responses. I then utilized those responses. In the use of hypnosis in medicine, dentistry, and psychology there is a need to explore the kind of thinking and responding that is characteristic of the individual patient. We need to recognize the actual unimportance of what we say as being the goal to be achieved. **The importance of what we say lies in its being a stimulus for the elicitation of responses peculiar to the patient. We then help the patients utilize these responses in new ways to achieve their therapeutic goals.**

A Tiger Under the Bed

A woman dying of terminal cancer was brought to Erickson's office in an ambulance. She was in desperate pain, and drugs no longer diminished it. She was frankly skeptical of hypnosis and immediately told Erickson of her doubts upon entering his office. He proceeded impressively as follows: Madam, I think I can convince you. And you know how much pain you are suffering, how uncontrollable it is. If you saw a hungry tiger walking through that doorway,

licking its chops and looking at you, how much pain would you feel? She was apparently stunned by this unexpected question and said, Not a bit. In fact, I'm not feeling any pain now either. Erickson then replied, Is it agreeable to you to keep that hungry tiger around? She said, It certainly is ! All the associations to hungry tiger had so focused her attention that she was in a walking trance, from which she need not be awakened. She presented the entire appearance of being awake in all other respects. Yet she could see and experience the presence of that tiger at any time, day or night. The hypnotherapist simply evokes surprising sets of emotional, cognitive, or behavioral responses to interfere with the symptoms he needs to alter.

The senior author then told her that her doctors and nurses might not believe it, but she now experienced the truth of pain relief. And, indeed, her physicians and nurses did not understand. Whenever they came to offer her an injection for pain relief, the woman responded with a warm smile, No, thank you, I don't need any. I have a hungry tiger under my bed. They suspected she was hallucinating and perhaps losing contact with reality, but in those last months of her life she lived in apparent comfort without the use of narcotics or tranquilizing medication. Her family thought she was just fine, however.

Shock; Surprise; Fixation of attention; Common everyday trance; Distracting associations; Altered frames of reference; Posthypnotic suggestion to protect the therapeutic work

Head and Shoulder to the Solarium

In a case of terminal-illness pain in a woman with a young daughter the senior author addressed the young daughter as follows: Now your mother wants to be convinced that she can be free from pain. That is what you are going to do - convince your mother. Now just sit in this chair here, and while you're sitting in that chair, go into a trance and go over to the other side of the room. And I want you to lose all sense of feeling everywhere. You will be without feeling in a deep trance. You are sitting here, but you're over there on the other side of the room and you are watching yourself there. . . . Now you watch, mother. Your daughter is in a deep trance. She thinks she's on the other side of the room. Now keep your eye on me because I'm going to do something that no mother would ever want done. I rolled the girl's skirt up to expose her bare thighs. The mother looked on in horror as I did that. I raised my hand and I brought it down on her thigh with a terrific slap. The girl was watching herself on the other side of the room. Now I can't slap a girl on the other side of the room, can I? The mother was aghast that there was not a single wince out of the girl. Then I slapped the other thigh. The girl was still comfortable.

This mother was highly addicted to television so I eventually taught her that whenever she had a pain she could not tolerate, she was to leave her body there in bed and take her head and shoulders out into the living room and watch T.V.

This dissociative approach to pain relief was one of the senior author's favorites. In hospital practice he would frequently have patients take their head and shoulders out to the solarium while their surgeon did the necessary work on their bodies in the operating room.

Shock; Surprise; Modeling hypnotic behavior; Dissociation

Numb with Conversation

The conversational approach to fixating and holding the patient's attention can be very useful in traumatic situations. There was an automobile accident in Portland, Oregon, and a man skidded on his face on a gravel road for about thirty feet. A gravel dirt road. He was brought into the hospital as an emergency case. One of the members of the American Society of Clinical Hypnosis - we will call him Dan - who does a great deal of plastic surgery and oral surgery was on emergency call that night. He went in and found that the man was conscious and suffering a great deal of pain. Those of you who know Dan know what a marvelous talker he is. He has a steady stream of words, of humor, of interest, of information, a tremendous wealth of knowledge and humor. Dan said, You really filled your face full of gravel and you know what kind of a job that makes for me. I've got to take tweezers and pick out every confounded little granule of sand and dirt and I am really going to have a job and I've really got to mop up that face and get half the hide off it and you have been suffering pain and you want some help out of it and you really ought to get some kind of pain relief *and the sooner you start feeling less pain the better* and I don't know what you ought to do while you're waiting for the nurse to bring something to inject in your arm but you really ought to listen to me while I am talking to you and explaining to you that I have to do certain things about your face. You know there is a gash here, that must have been a pretty sharp stone that cut that one, but here is a short one and here is a bad bruise and I really ought to mop it off with alcohol. *It will hurt at first a little, but after it is done a few times the sting will deaden the tip of the nerves that are exposed and you stop feeling the sting of the alcohol*, and did you ever try to make a violin? You know you can make violins out of myrtle wood, you can make them out of spruce wood. Did you ever try making one out of oak? Dan had won a national award for the best tone violin that he himself built out of myrtle wood, and Dan kept up his steady stream. Now and then he discussed the tremendous difficulty of really mopping up that face and putting in the stitches and wondering when the nurse would get around to the hypodermic. All the while, behind him, the nurse was passing Dan the right sort of instrument, the right sort of suture, the right sort of swab, and so on. Dan just kept up that steady

stream and the patient said, You are awfully gabby, aren't you? Dan said, 'You haven't heard me at my best I can talk with a still greater rate of speed just give me a chance and I'll really get into high. Then Dan started getting into high, You know I think fast too and did you ever hear anybody sing the Bumble Bee? I'd better hum it to you. So Dan hummed the Bumble Bee and finally he said, You know that is about all. The patient said, What do you mean about all? Dan said, Here's a mirror, take a look. The patient looked and he said, When did you put in those sutures? When did you clean my face? When did I get an injection? I thought you were just talking to me, just getting ready. Dan said, I've been working hard for over a couple of hours, about two and a half hours. The patient said, You didn't. You've been talking about five or ten minutes. Dan said, No, take a look, count those stitches if you want to, and how does your face feel? The patient said, My face is numb.

Conversational approach; Fixation of attention; Distraction; Inter-spersion of suggestions; Time distortion

Calloused Nerves

Recently I had a patient sent to me with chronic hip pain. Very serious pain. I knew better than to try to induce a direct trance in the patient. What did I need to do? Everything I said to that patient, I think, was horribly unscientific, but the patient wanted certain understandings that she could accept, that could justify that chronic uncontrollable hip pain. I accepted the patient's absolute statements of uncontrollable pain. I accepted every one of her statements, so she knew that I believed and thought the way she did. Then I began an entirely specious explanation of how that pain came about, so that the patient could understand it in terms of her own frames of reference. I explained how that hypodermic shot of penicillin or whatever it was, probably had a needle with a ragged point and in being stuck in the hip, hit the sciatic nerve. I explained how the tip of the needle could tear nerve fibers, and I gave a long dissertation on the structure of a nerve. It is not just one single fiber; it is made up of many many fibers. I gave a dissertation on the different kinds of sensations that travel over the fibers. You get heat traveling on one fiber and cold on another, and a touch on another, and pressure on another, until that patient thought that I was rather erudite. Finally, when she was rather bored with this increasing hodgepodge of information, I threw in a suggestion here and there about pain wearing out, of the body becoming accommodated. A laborer with tender hands such as mine would have blisters very promptly using the pick and shovel. But with the pick and shovel wielded a half minute one day, a minute the next day, a minute and a half the third day, and a gradual progression in the length of time, there would be a callous formation until the pick and shovel could be handled all day long. I threw in all sorts of apparently sensible analogies. I pointed out that callous formations can be the skin of your hand and that one can also become used to emotional

deprivation. In other words one can form emotional callouses, one can form intellectual callouses, dermal callouses, nerve callouses - all that sort of thing, until the patient listening to me began accepting all of those suggestions and began on her own to seek a way to use them to help herself lose pain. Every one of those things that I said about callous formation had the effect of the patient's thinking: Yes, I know what callous is. I wish I could have a callous at the nerve in my hip where all that pain is. How nice it would be. How would my leg feel if I had a callous there? It would feel this comfortable, as comfortable as my other leg does. I presented ideas that the patient could find acceptable, but I wasn't asking her to accept those ideas. I was merely explaining possibilities, explaining them in such a way that the patient had to reach out and pull in whatever ideas she needed to facilitate her comfort. Now what is this suggestion? I think that this woman with hip pain was in the kind of trance that was effective for her. I did not dare attempt to induce a formal trance that she could recognize, because I knew she would then think the calloused nerves was just my idea that I was trying to force on her.

Yes set; Specious suggestion fitting the patient's frame of reference; Boredom depotentiating conscious sets; Interspersed suggestions initiating unconscious searches and processes; Indirect associative focusing: Indirect ideodynamic focusing; Open-ended suggestions

MHR E used a fictitious 'real' 'cause' for the pain, the needle tip, to give her something concrete to focus on, and work with...something easy to vividly visualize and add a callous to...to make the problem clear, and manageable...as a metaphor allowing the non-conscious mind to do its work...concrete enough to satisfy the conscious mind...but fluid enough for the non-conscious mind to work with...it 'understands' that it is a metaphor, and that's fine, as that is what the non-conscious mind works with 24/7, 'impressions', 'constructs', 'ideas', 'beliefs', 'vivid imaginings'.

Symptoms as forms of communication, MHR which disappear once you find an alternative means of expressing what they are communicating

What patients cannot yet clearly express in the form of a cognitive or emotional insight will find somatic expression as a body symptom. It is sometimes found that when patients can talk about their problems with emotional insight, they no longer need to experience their body symptoms. This is the basis of psychoanalysis' occasional success.

Two-level communication is our basic approach to working directly with the unconscious. We use words with many connotations and implications, analogy, metaphor, puns, riddles, jokes, and all sorts of verbal and imagistic play to communicate in ways that bypass the conscious mind, speaking directing to the non-conscious, so that while the patients' conscious frames of reference are

receiving communication on one level, their unconscious is processing other patterns of meaning contained in the words.

A pun or a joke can bypass an erroneous and limiting conscious framework and effectively mobilize unconscious processes in ways that the patient's conscious intentionality could not.

While the left, or dominant, hemisphere is proficient in processing verbal communications of an intellectual or abstract nature, the right hemisphere is more adept in processing data of a visuospatial, kinesthetic, imagistic, or mythopoetic nature. Since the right hemisphere is also more closely associated with emotional processes and the body image (Luria, 1973; Galin, 1974), the view has developed that it is also responsible for the formation of psychosomatic symptoms. These symptoms are expressions in the language of the right hemisphere. Our use of mythopoetic language may thus be a means of communicating directly with the right hemisphere in its own language. This is in contrast to the conventional psychoanalytic approach of first translating the right hemisphere's body language into the abstract patterns of cognition of the left hemisphere, which must then somehow operate back upon the right hemisphere to change the symptom. That approach sometimes works, but it is obviously cumbersome and time-consuming. All too often the patient develops marvelous patterns of intellectual insight, yet the body symptom remains. Even if the intellectual insight to the left hemisphere is correct, it may remain isolated from the right hemisphere's sources of symptom formation and maintenance. Thus, while the senior author developed the two-level communication approach long before our current understanding of left and right hemispheric patterns of specializations, we now believe that this working directly with the unconscious may be a means of communicating directly with the right, or nondominant, hemisphere, which is probably responsible for psychosomatic symptoms.

MHR unconscious / subconscious simply that part of our calculating / thinking / processing that we are not attending to at that time...habitual patterns we have 'mastered' and which no longer require our attention...we let these routines and programs run automatically, freeing up our 'attention' to focus on 'new' and 'novel' things...so surprise / shock / confusion / novelty all attract our attention, making something previously 'unattended to' now 'conscious'...and so we become 'overly self-conscious of our ears, nose, but, how we walk, talk etc, when someone makes a remark about any of these...maybe we even overhear something we ASSUME refers to our ears / nose / butt / walk / expression...drawing our attention to something we'd otherwise not attend to...Zen koan / surprising behavior of Erickson or Bandler, all 'snap us to attention', like officers epaulettes or an authoritative command...idea of 'background' and 'foreground' useful here...what people refer to as 'unconscious' or 'automatic' or 'subconscious' is the background noise we don't

attend to, and thus do not 'hear'...we don't verbalise these thoughts...when we first learn a task it helps to make a running commentary ourselves, or internalize that of a 'trainer' or 'coach' or 'teacher'...but once we have mastered the task we cease this internal commentary, and 'just do it'...much better than using words like UN conscious, which make no sense ... even 'UN aware' makes no sense...se are ALWAYS aware of EVERYTHING, possibly, but only ATTEND TO a few things of the infinite possible things to attend to...e.g each muscle employed in walking, balancing, talking...while singer or dancer or athlete attends to these much more carefully... same as 'repression' and 'sublimation'...we simply direct our narrow beam of attention elsewhere...this is why Don Juan's exercise is to 'look' at 'everything' in front of you at once...very opposite of our typical narrow fixed focus...Zen and therapy all about looking at things differently...including more things in our attention...ironically trance condition best suited to this is induced by narrowing our focus initially...onto anything...anything that therapist sees tends to be a natural fixation / natural inclination e.g symptom, pain, object that has 'caught' client's attention / interest...even surprising action / sexually explicit / swear word can do this...momentarily...Zen whacking stick or confusing / surprising koan...a joke leading to laughter is noteworthy...usually double meanings, or 'truths' people normally 'dare' not speak publicly, or taboo thoughts they dare not express loud, even to selves...

MHR Calling it 'autonomous' may be misleading i.e it is program that is running and you are conscious at some level, otherwise you couldn't suddenly 'realise' you've been standing /sitting in an awkward position / the tension in your neck and shoulder and jaw and tongue...the 'feedback' was always present, but your 'attention' was elsewhere...pain demands your attention...it demands you DO something / CHANGE something, to secure RELIEF from it...we call it 'muscle memory' but it is probably more apt to refer to a developed set of neuron firing patterns / neural connections...THAT is where the 'memory' to perform a complex series of co-ordinated movements / muscle firings, is located ? Or is it distributed around the entire nervous system, and literally 'in the muscles'?

Music can be playing in the 'background' of our awareness / attention, as we attend closely to something someone is saying...Erickson could 'filter out' the high decibel sounds of a steel mill to be able to 'hear' people talking, by making the noise the 'background' and the voices the 'foreground'... which steel mill workers tend to 'learn' over time to do...without realising they are doing it...or have even done it ...

A beautiful person attracts our attention, like the magicians assistant, so that we do not 'see' what he does right in front of us.

Trance is fixation of attention...which describes many typical occurrences, and for some people, their entire life...fixated on a narrow spectrum of all the possible impression 'materials' around them...e.g forget about how sitting in chair or standing, so develop poor posture and headaches, forget about the sunshine on their skin, the gentle breeze, the smiling children, lots of good things...see only the bad...or walk about in a daydream / haze / fugue, tripping over things right before their eyes, missing so many details...in the country you will attend to every person as you meet them, in the city you must avoid this, and ignore the overwhelming stimulus...or get migraines from the attempt to 'attend' to too much, for too long...

Religious and secular rituals like church services and political rallies, all fixate the attention of the participants, placing them in more suggestive, trance states.

To call these states trance LIKE states is misleading. It is a form of dualism. As if there are trance states and 'lucid' states, when in reality we exist on a continuum of trance-lucid states...ask 12 people to describe something and you will get 12 different descriptions, of the same 'occurrence'. Because each will tend to attend to different possible impressions...e.g some focus on sights, sounds, smells, positive, negative, sexual, architectural, weather, people, nature...

So are we to say that one is 'right' and the others were all 'in trance-like states'? Not unless one is a Zen practitioner. Perhaps THEY will see 'everything', not filtering or selecting or distorting, on a very good day, and assuming the thing being observed was relatively simple.

Trances occur casually, as a person invites you to sit comfortably, relax, and describes something, offers something to look at or listen to, or fixates your attention on one thing by talking about it. Such as your favorite piece of music playing in your mind. Or a recollection of a peaceful, calm, pleasant experience. And very dangerously, while driving your car, your attention tends to drift to the music, or some radio program announcer's comments, or a recollection, or angry thoughts, or fearful thoughts, or regrets, or the pain in your neck...so that your attention becomes fixed / localized on that particular thing, when it should be Zen awake to everything going on around you, your car, other cars, pedestrians, animals, road conditions etc...speaking on the phone is not just about your hands being otherwise engaged, than where they should be, on the wheel, and ready to change gears, indicate etc...it is about your MIND, your ATTENTION being ELSEWHERE at a time you cannot afford to let it 'stray'...given you are in charge of a projectile with a potential impact force over a 100 tonnes...

During a battle, having been conditioned to concentrate all your attention on the commands you are given, on carrying out your allotted tasks, allows the 'battle' to disappear...and so if you want to know what happened, you'd best ask someone who was not actually participating...the people involved were focused

on a very narrow range of the action...usually what they were personally involved in...battle narrows their field of attention as well as any formal trance induction process...danger...fear...threat...not just of 'the enemy', but of your own officers, failing your own comrades who are relying on you, etc...even worrying about 'looking like a coward'...often the fear of THAT outweighs the fear of the bullets, either the bullets of your own officers, or those of the 'enemy'...

E: Soon is the undefined future. R: So you are always safe when you give a suggestion introduced with soon.

MHR all 'images' and 'sounds' are produced in the brain / mind. So a 'hallucination' positive or negative simply means you are creating, or not creating, something that is or is not, 'out there'. You can fail to create an image other people 'see' 'out there' in your own mind. Or you can add images that others do not 'see' 'out there'.

Seeing and hearing are active constructions of our own brains. We do not 'see' or 'hear' what is 'out there'. We take incoming particle-wave-energy patterns and construct what we 'call' 'images' and 'sounds' from these. 'Out there' is only electro-magnetic soup arranged in patterns that are more or less stable, as 'humean uniformities', which we 'perceive' / 'construct' / form impressions of, in our brains...or minds?

Confusion as well as assigning an absorbing task are both ways of getting consciousness out of the way.e.g directing conscious mind to attend to real or imagined music while sending the unconscious mind on a search. To so occupy one cerebral hemisphere with music that the activity of the other is facilitated.

Your unconscious mind knows that your conscious mind is not aware of its actions, such as hand levitation, so it merely observes your hand levitating, with no idea why. MHR it will post retrospectively ascribe some 'logical' reason e.g I want to scratch my nose, I am thirsty, and may continue the action along this line, appropriating 'ownership' and 'intention' and 'conscious design' of the original action initiated by the unconscious, and 'following through' with additional movements which 'incorporate' and thus 'make sense of' the initial movements of the arm.

Therapist develops relationship with the person's unconscious that the person themselves does not have. MHR very interesting concept!

And your unconscious mind is free to limit itself to things that I say.
[Pause] As I teach your unconscious something I *very much desire*. Your hands are resting on your *thighs*, and your conscious mind is going to leave them *down there*. Sexual connotations speak to unconscious sexual etiology

while conscious mind free to listen to its inner music. The sexual meanings are consciously heard but are understood on an unconscious level only. But the unconscious can keep those sexual connotations to itself. You don't allow the [conscious] self to become aware of it.

E: Unconscious muscle movement is different from that of the conscious mind. And you are not going to know which hand is going to lift. You will have to wait and see, but you'll be uncertain. The mere tendency, first one hand and then the other, perhaps both, then one, then the other, perhaps both. Sooner or later an elbow is going to bend a bit, a wrist is going to lift up, a hand is coming up. [Pause]

E: And it is going to be very pleasant to wait. And you've got a lot to learn about your hands. It is well worth the time, too. And your unconscious mind is already beginning to explore. That's right. It's lifting. A bit more. And sooner or later begins a minor jerk. [X's hands begin minor jerking movement up off her thigh. Much facial frowning is evident.] Lifting all by itself as well as jerk also have sexual connotations.

E: That's right [X's right hand begins momentarily to lift higher.] It doesn't necessarily mean it is that hand. It may be the other. It is still too soon for you to know. Up it comes. That's right. That's a beautiful unconscious movement. [X's hands are lifting with the slow, very slight, and apparently spontaneous bobbing and upward jerking movement that enables an experienced observer to distinguish it from the smooth lifting that is more characteristic of conscious voluntary movements.] That's another and another. You're really learning. That's right. And the wrist, and the elbow. That's beautiful. And now the right hand, indicating that it wants to join the left hand. I don't know if it will. That's right. Up toward your face. Elbows bending. And there is a bit of accommodation between the hands.

Your suggestions do not permit either hand to achieve a clear dominance in lifting. This tends to maintain her conscious mind in a state of confusion and creative flux. She is being maintained in a state of exploration and expectation rather than being prematurely fixated in the simple conviction that one hand is lifting. You are preventing her from forming a final and closed frame of reference around which hand is lifting. She does not realize it, but you are giving her an experience in maintaining a state of open, creative flux. This open state tends to facilitate the possibility of creative moments wherein she may break out of her old symptom-bound frame of reference to achieve a more adequate and therapeutic means of experiencing herself.

E: A common phrase in language is "not to let your right hand know what your left hand is doing.

E: Which one will reach your face first? Left hand began first. Is moving faster.

E: Here I'm introducing competition between the hands. You work at a thing just so long, then you take a break. She has been working hard, so she can now take a break by doing something else.

R: She has been working hard at hand levitation, so now you give her a break by changing the task slightly to one of competition. The same goal of levitation is being achieved, but with a new attitude and source of motivation.

E: Yes, you are transforming one task into another. You alter the tension. [The senior author gives clinical examples illustrating how he utilizes patients' competitiveness to facilitate hypnotic experiences rather than have the patients' using their competitiveness to oppose the therapist. It is a basic principle of utilization theory to use a patient's personality characteristics to facilitate hypnotic experience.]

E: But will the right hand suddenly increase its speed *and lift up*? That's it. [Pause] And you can take pride in that. Your unconscious is really taking over some control. And you are really beginning to learn that the unconscious can control. And it should be a pleasing thing to note how your hand moves, and you are a harpist, and *finger movements* are very important, and your unconscious is letting you know that. And even if the left hand gets halfway to your face first, that doesn't mean that the right hand can't catch up to it. [Pause] It may be the right elbow needs to be reminded that it can bend. Of course, the right hand can always have the *unconscious change its mind about the right hand movement*.

The sexual connotations are 'lift up' as in 'lift up her dress / skirt' and 'finger'-ing.

People often blush when you use such sexual connotative words / phrases, even as they are consciously unaware of any sexual meaning.

E: Now your left hand is approaching your face, but the nice thing about it is that your unconscious mind won't let your left hand touch your face until you are really ready to go very deeply in trance and to do everything that needs to be done. Everything, even though you don't know what everything is.

You are relying on the patient's own unconscious to determine the moment for entering deep trance. You have also made the suggestion to enter deep trance contingent on an inevitability: Her hand is going to touch her face from the way it is moving. The phrase and do everything that needs to be done is a very

important all-inclusive suggestion that is hitchhiked onto the above in the form of a compound suggestion.

E: And yet your left hand is moving up toward your face irresistibly, but it won't touch your face until your unconscious mind is really ready. And irresistibly it moves closer and closer. [Pause] And even though your left hand is very close to your face, that doesn't mean the right hand cannot beat it to your face. [Pause] A mere two inches to go, and I still don't know if your unconscious is going to lift your right hand to touch your face first. And that left hand less than two inches away. And now your unconscious mind is showing a desire that you don't know you have. That's right.

R: The use of the negative but it won't touch your face until your unconscious mind is really ready is very interesting. If she has any resistance your use of won't may pick up hers and redirect it in a constructive manner. Your use of the negative tends to displace and discharge the patient's resistance.

E: And now I know that your left hand is going to touch your face soon, and that will signify that you will be in a sufficiently deep trance. That you will hear and understand every word unconsciously that I want you to. [Pause] That's delightful to see those doubts. [Pause] As in the irresistible force that is moving your hand, and that's a relief. [Her left hand touches her face.]

Using her hand touching her face as an ideomotor signal that she is in a sufficiently deep trance

E: And I am going to give you a special reward after you awaken from the trance, and you can wonder what that is. But you can go into a trance any time there is a good reason for it. You can go in by counting from one to twenty, or if I count from one to twenty, going one twentieth of the way each time. You can come out of the trance at the count of twenty to one, coming out one twentieth at a time. And you can all ways go into a deep trance. And you don't need to know any more than that you can all ways go into a trance when it's purposeful and meaningful.

Here you are facilitating a posthypnotic suggestion by arousing expectancy and motivation by mentioning a reward. Wonder is also a special word that tends to initiate an unconscious search and unconscious processes that may be useful. You then give your typical instructions for entering and awakening from trance by counting from one to twenty. You give an interlocking posthypnotic suggestion in a very casual manner that tends to depotentiate consciousness [you don't need to know.] Your suggestions are made highly acceptable to her since they are so protective and respectful, permitting her to go into trance when it is purposeful and meaningful.

E: All ways go into a deep trance is a two-level suggestion: On one level she hears you can always go into a trance ; on a secondary level it means you can go into a trance all ways , - that is, in many different ways. This is a posthypnotic suggestion that she will go into trance with whatever approach to induction you use. The secondary-level suggestion depends upon the literalism of the unconscious.

And now, after you awaken, I want a bit of music that you haven't thought about or remembered for a long time to come suddenly in your mind when you see me plainly. And you can begin counting, mentally, silently backward from twenty to one beginning the count now. [Long pause as X reorients to her body and awakens.]

R: This is a posthypnotic suggestion that utilizes her own well-developed internal programs about music. Since you are requesting music that has not been thought of or remembered for some time, you are also attempting to lift an amnesia. In this simple way you are testing her capacity for hyperamnesia as well as posthypnotic suggestion. You tie the posthypnotic suggestion to an inevitable behavior, when you see me plainly, so she will have a clear cue to execute the posthypnotic behavior.

E: Yes, and I'm also tying in the first part of trance [where music is also mentioned].

R: With one sentence you are doing a number of things: You are probing for the possibility of a hyperamnesia in recalling a bit of music from childhood; at the same time you are structuring an amnesia for the actual content of her trance experience by tying the end to the beginning, so all in between tends to fall into a lacuna - an amnesic gap. When you administer posthypnotic suggestions, you typically use a buckshot approach, testing for many possibilities in order to assess what hypnotic talents a patient may have. But you usually administer these suggestions in an indirect, fail-safe manner.

E: And it is all so disguised that even the intelligent onlooker does not realize what I am doing.

Questions Evoking Posthypnotic Responses; Shifting Tenses to Facilitate Age Regression

E: Is it pretty? Can you tell us about it?

X: The music?

E: Yes. [Pause]

X: It changed.

E: Tell us what the change was.

X: From harp to an orchestra. [Pause]

E: When was that? [Pause]

X: When I was seven.

E: Where were you?

X: At home.

E: Who is in the room?

X: Who? [Long pause] My whole family, I think.

E: To your right or left?

X: To my right or left? To my left.

R: Your question uttered a moment after she focuses her gaze on you immediately reinforces the posthypnotic suggestion about music she has not heard for a long time.

E: The word pretty is childhood language to evoke childhood associations. When she asks, The music? it implies there were other things in her mind.

E: From harp, which is a solitary activity, to an orchestra, which includes others. So she is saying [on another level] that the change includes others.

R: The music changing to something she knew at the age of seven indicates the success of your posthypnotic suggestion. You then carefully question her about the circumstances surrounding the music to further extend the hypermnesia?

E: Yes. But also to talk about safe things. We are not going to risk talking about the others. There are two meanings to right and two meanings to left. They are loaded words. I'm using purposely double-barreled words.

R: Her conscious mind hears you questioning about the details of placement to the right or left. But on another level you are still on the track of Is something right or wrong?

E: Yes, and I'm directing it all to her. Notice how at a critical point I shift tense from the past (When was that? Where were you?) to the present (Who is in the room?). This shift in tense is an important approach to facilitating an actual age regression. Notice how her responses after that shift tend to imply she is reexperiencing the past.

With the process of hand levitation she is able to experience the difference between the voluntary lifting of the hand and the involuntary movements of the unconscious. While she is open to unconscious experience, he initiates a process of two-level communication: On one level he talks about hand levitation, while on another level he is using associations with sexual connotations. If her problem has a sexual etiology, these connotations will tend to activate her own sexual associations and lead her to the source of her problem.

It is possible that hypnotherapy can take place entirely at an unconscious level without the patient (and sometimes even the therapist) knowing the why of the cure. The patient only knows a problem has been resolved. No insight in the conventional psychoanalytic sense is involved. This is probably the means by which the miracles of faith healing take place. Somehow or other something in the faith frame of reference touches off the relevant unconscious associations to effect an autonomous inner resolution of a problem. Of the many who apply themselves for such faith cures, however, relatively few experience these happy accidents. They are, indeed, so rare that they are called miracles.

Therapeutic trance is a relatively free period wherein patients can sometimes bypass these limitations so their own therapeutic potentials can operate without interference. So their own unconscious resources can resolve the problem. If the therapist has some understanding of the etiology and dynamics of the problem, then he may help focus the patient's unconscious resources by two-level communication. If the therapist is wrong in his assumptions, two-level communication is a subtle process that simply will not be picked up or acted upon by the patient's unconscious.

[The senior author reaches over and gently touches the underside of her left hand. She takes this cue, and her left hand lifts slowly. It remains suspended cataleptically in midair.]

Demonstrating to her conscious mind that the unconscious can control her behavior. This tends to depotentiate her habitual, everyday frames of reference. Your questions are directed to helping her realize that her ego is limited in its control, but her unconscious has potential for control and eventually cure. Emphasize the importance of the unconscious and heighten her expectancy of her unconscious resources resolving her problems / symptoms.

E: Do you know that you will be in a deep trance when I touch your face? [The senior author touches his hand to her face. She closes her eyes and remains immobile.] Now rest very quietly. And enjoyably.

You reinduce trance by suggesting a cue [touching her face] in the form of a question. Such question inductions are particularly effective because questions are a marvelous means of fixing and focusing attention inward. In this case the question obviously initiated an unconscious search and the requisite unconscious process to lead to the desired hypnotic response of trance. One of your most effective forms of hypnotic suggestion is to ask questions that cannot be answered by the patient's ordinary conscious frames of reference. Questions that ask for an autonomous response [such as ideomotor signaling] on an unconscious level usually depotentiate consciousness and lead to trance experience.

Assigning the Locus of Therapeutic Change as Taking Place in the Unconscious

E: And you're beginning to understand that your unconscious mind can develop control and take charge of so many things. Now in awakening I want you to do it easily and comfortably in your own way.

R: You are again emphasizing and demonstrating unconscious control over behavior and making direct statements about it, so she will have a clear understanding of it as the means of your therapeutic approach.

E: I say so many things to emphasize the plural.

R: That implies the unconscious can also take control over her symptom, too.

Two-Level Communication

E: In a way that meets your needs. But I want your unconscious mind to continue to listen to me and to understand what I say even though your conscious mind may hear something different. Now take it easily and awaken. [Two-minute pause] Now. [Long pause for at least five minutes during which X does not awaken. The fingers of her left hand move as if playing the harp, she grimaces and frowns and has the appearance of being in a state of intense inner concentration.]

E: The plural here again with meets your needs. I'm actually talking about two-level communication without really explaining it.

R: That opens the way for two-level communication? E: That tells her I am talking on two levels.

R: That the conscious mind can understand one thing while the unconscious can elaborate many other associations. The unconscious can elaborate whatever associations are necessary and pertinent to her particular problem. You are again using general words that can be interpreted in as many different specific and personal ways as possible relevant to particular problems. The success of this approach is suggested by the fact that her inner absorption was so deep at this point that it took her at least seven minutes to awaken. The activity of her face indicates that inner work was certainly being done. She was not asleep!

E: Go right ahead [Pause] and share that with your conscious mind. [Another long pause as X remains in intense concentration] Share it with your conscious mind. [Another long pause] This struggle is helping you. Even though you don't know consciously all of the struggle, that is all right.

E: Her unconscious mind understood something different from the word awaken. What does awaken mean? Wake up to your opportunities!

R: Wake up to your opportunity to do inner work?

E: When the hell are you going to wake up? is common folk language.

R: That is folk language for: When are you going to realize what is happening to you?

E: I told her to look for the double meaning, and her unconscious is doing that.

R: That is a double bind: You are forcing her to work on an unconscious level even though she cannot recognize it on a conscious level.

E: Yes. I set her up to place unconscious understandings on whatever I say. They will be her unconscious understandings.

R: This is beautiful! No matter what the problem is, no matter what the therapist's hypotheses are, you are encouraging the patient to do her own work, inner work that is valid for her unconscious.

E: She is not limited or biased by my ideas.

E: I don't need to know what your problem is for you to correct it.

R: Valid hypnotherapy can be done without either the patient or therapist knowing what the problem was.

E: That's right. Note the strategy here of the pause after "Go right ahead," and then the longer pauses. That means there is no hurry, it can take place today,

tomorrow, sometime. Do it at your leisure, in other words. Only you haven't said, Do it at your leisure. But that is the understanding the patient gets.

E: It allows the patient to relax so inner work can be done.

E: I'm telling her it is a struggle. Then I give reassurance with that's all right about something about which she knows nothing.

E: [Another long pause as the intense inner concentration with wrinkled brow, frowning, and taut face continues.]

Now you can leave the struggle at this point. But you can return to this point. And there can be an interlude of conscious awareness. You can come right back to this point any time.

Ask person what time they think it is, to check or amnesia / time distortion i.e time during real trance not experienced as time, or at least not real time. Can be longer or shorter i.e time dilation or extension. In trance may feel have been doing something for long time, when only a few minutes, or forget all the time that has passed since going into trance i.e forgetting everything during trance / conscious NOT aware of what happened during trance.

Ask for ideomotor signals from the unconscious to determine if it was receiving things the conscious mind could not recall.

Variations in trance depth from deep ocean to conscious island.

I said, And there, can be an interlude of conscious awareness.

R: That suggestion brought up an island of conscious awareness?

E: Yes, something that can be seized upon.

R: How does that help them follow a posthypnotic suggestion? It raises them momentarily to consciousness where they can receive the suggestion?

E: It leads into consciousness.

R: Are you building an associative bridge from the unconscious to the conscious?

E: Yes, it builds a bridge between the struggle taking place on both conscious and unconscious levels.

R: In deep trance it is possible to place suggestions so deeply that there is no bridge to consciousness where they can be expressed. Those suggestions cannot be therapeutically effective.

E: That is why I build bridges.

You are always working with the patient's associative process - putting it here and there. You appear to be making casual conversation, but you are actually doing something with the patient all the time. Questions invariably evoke important early memories and associations.

Anything that causes the patient to follow the therapist, or any approach that enables the therapist to change the patient's mental status, is the skill with which the therapist changes the patient's associative processes.

E: Now I am going to say something to you. You are not going to understand it consciously. Doesn't it surprise you that you can't stand up? [Pause as X looks surprised]

X: Can I try?

E: Oh, you could try.

[Pause as X makes a slight forward movement in her chair with the upper part of her body only and then stops] It does surprise you, doesn't it? Some day when you get married and are having a baby, you can use the same measure.

X: Oh, really?

E: Um hum. I just gave you a caudal anesthesia or a spinal anesthesia.

X: [Nervous laughter]

E: I don't lay on hands, I lay on ideas. That is kind of a surprise to know that you can't stand up.

X: Let me know when I can.

E: I will always let you know when you can't. I'll always let you know when you can. [To audience] Now when a caudal anesthesia like that can be induced, you know you've got a perfectly good subject.

R: It is a beautiful double bind when you say you are going to say something to her that she is not going to understand consciously: She is bound to listen, but

since she cannot understand consciously, she must respond on an unconscious level.

E: Yes.

R: You initiate a hypnotic phenomenon with a question. It is usually better to evoke a hypnotic phenomenon with a question than a direct suggestion? It is a fail-safe approach.

E: Yes.

R: What cues do you use to know when to attempt such a question to initiate a hypnotic phenomenon?

E: You always give praise to the unconscious.

R: Just previous to this question you did give her unconscious praise when you remarked, And you did that so nicely, and I didn't tell her to do that. The way you say the word try with a subtle, dubious tone in your voice implies she can try but will fail.

E: Yes.

With a minimum of words I induced a spinal anesthesia. If I was right in all my double-talk, she is going to develop caudal anesthesia. Since she has studied [a medical specialty], she knows what a caudal anesthesia is.

Hypnotic technique is giving the stimuli that can be resolved by the subject into the hypnotic experience you wish her to have.

There is a natural ninety-minute biorhythm of rest and activity, fantasy, intensity, and appetite that we all experience continuously (Kripke, 1974). It sometimes seems as if Erickson recognizes that natural variation in the patient's biological clock and adjusts his rhythm of alternating trance and conscious work to coincide with it.]

E: I said, try it, implying she is to make an effort and at the same time to negate it.

R: You had her in a double bind, didn't you?

E: Yes.

R: The word try evokes a double bind situation when it is said with the appropriate inflection and dubious tone of voice. The word try means make an

effort. The dubious tone of voice says, Do not succeed in that effort. She is thus placed in a bind where nothing happens. Even the symptom is turned off. I sometimes wonder if such double binds that function in two modalities are related to the differences in cerebral hemispheric functioning (Diamond and Beaumont, 1974; Rossi, 1977). The cognitive meaning of try would be processed by the left hemisphere, while the emotionally laden tone in which it is said would certainly be processed by the right hemisphere. Since psychosomatic symptoms are now thought to be mediated primarily by the right hemisphere (Galin, 1974), your negative tone of voice would be able to block the symptom at its right hemispheric source.

When you next say try it with emphasis, you immediately double bind it with the negation, You are beginning to have some doubts. When you say try it the third time, you immediately double bind it with the joking tone with which you say just a little puddling stream and your poorest performance on the record. Her final response of not understanding why she does not experience the symptom indicates that her conscious mind is puzzled and rather depotentiated. It has been caught in the double bind that made her symptomatic behavior impossible, but she does not know why. It is important that consciousness be depotentiated when you challenge the symptom, since that allows it to drop into the unconscious which you have prepared as the locus of therapeutic change.

Ideomotor Signaling to Ratify Symptom Cure

E: Lifting your right hand means yes, lifting your left hand means no. Does your unconscious mind think that you can X (display the problematic symptom)? Which one will lift? Wait and see.

[Pause]

You can even watch to see which one is going to lift.

X: I can watch?

E: Yes.

[Pause as her right hand lifts a bit, then her left hand lifts a bit too. She has been looking at her right hand.]

E: [To R] The fixation of her gaze shows her conscious action. She only shows one slight look at the other hand. We know what her conscious answer is. She doesn't know what her unconscious answer is. [To X] But your unconscious will suddenly give you a correct answer. [Her right hand lifts more strongly.]

R: You are now using ideomotor signaling as a further demonstration of symptom cure? You are trying to eliminate any further doubts about her symptom cure?

E: Yes, and I create a state of uncertainty by asking, Which one will lift?

R: That uncertainty tends to depotentiate her conscious (and problematic) frames of reference so her unconscious has an opportunity to respond.

E: Where a person looks in finger or hand signaling indicates their conscious expectation.

R: If you have no concrete way of demonstrating symptom cure in the therapy situation itself, then this sort of ideomotor signaling is a good substitut

R: By lifting both hands she is saying that you haven't taken anything (her symptom) away from her; the capacity for the symptom is still there.

Depotentiating Conscious Doubts About Symptom Cure: The Double Bind

It is perfectly all right to think one thing consciously and to know exactly the opposite unconsciously.

R: It is hard for a patient to really believe a long-term symptom can disappear so quickly. By giving voice to this inner doubt you are depotentiating it.

E: Yes. It is difficult to believe these changes have been made.

R: She is afraid to know the change has really been made, lest she be disappointed.

E: That's right.

R: Here you are allowing room for conscious doubts, but reinforcing the fact that the unconscious recognizes there has been symptom change. This is another use of the conscious-unconscious double bind. Then, even though the ideomotor signal of the right hand lifting means she still has the capacity for sweating, you point out that at present there is no sweating in spite of the strain. You then give strong ego support for the courage to believe, but you don't actually say believe, since that would imply doubt.

Posthypnotic Suggestion

E: I am going to ask you to awaken, and I'm going to tell you an apparently meaningless story. But your unconscious mind will understand. Now awaken

now. one, two, etc. to twenty, nineteen, eighteen, seventeen, sixteen, fifteen, thirteen,

nine, eight, seven, six, five, four, three, two, one. Awaken.

R: This is an interesting form of posthypnotic suggestion whereby you are able to later give her unconscious a message that will not be meaningful to her conscious mind. In this way you may be able to bypass the limitations or doubts the conscious mind may have.

Changing the subject quickly after making suggestions is strategy for distracting her from the posthypnotic suggestions you have just given, lest her conscious mind starts to argue or interfere with them. This is highly characteristic of your approach - you make a suggestion and then immediately distract before consciousness can take issue with it.

How soon will you forget me?, suggests an amnesia for all that took place between the suggestions.

Before you met me, you believed that you could always stand up, and you found out that there are times when you can't stand up. Just *try* it.

[Pause as X again tries unsuccessfully to stand up]

You can do anything I tell you to do, can't you?

X: It seems like it.

E: Then you can stand up.

X: Can I?

E: Yes.

[She does stand up]

X: Yep.

E: Stand up again.

[While she is standing, the senior author continues as follows]

Try to sit down.

[She stands with knees slightly bent but immobilized, and she cannot sit down]

[Pause]

X: I think my legs are made out of steel.

E: Now you can sit down.

[She sits down.]

Now do you know that you can do anything that I tell you to do?

Do you suppose that comes to having dry hands?

X: Could you make me have dry hands?

E: Um hum.

X: Maybe you can.

E: *Maybe?*

What is your relationship with this fellow that came in with you?

X: I'm not sure.

I depotentiate her 'maybe' (doubts) by repeating *maybe?* with a doubting tone and then immediately distract her from any remaining doubts by reference to her boyfriend.

Transforming the symptom to the situation of talking about her hands i.e asking her to start producing the symptom e.g wet hands, independent of the usual context i.e performing the harp publicly. I am shifting the cause of the symptom: before, harp playing caused the symptom; now, talking causes it. MHR this is taking control of the symptom...you can produce it at will...taking it out of its trigger-response stimulus-response conditioned, beyond conscious control, context. The associative connection is thus broken...the automatic connection...the muscle memory...habitual action-reaction...

MHR ask person to consciously consider contexts in which the currently undesirable manifestation / symptom / problem would in fact prove very valuable ... even fear valuable...pain valuable in context of avoidance of stimulus...to give appropriate credit to the non-conscious motives which initiated the response / symptom originally...i.e intended to serve positive purpose...e.g fear of all dangerous situations reduces risks / threats / dangers ... appropriate in many cases...just not for 'all' dogs or 'all' public encounters...or 'all' men or 'all' X's...

For the unconscious, symptoms have an important value. You are letting the unconscious retain the value of the symptom by displacing that value to another concrete function.

MHR fear of cancer logical, vs fear of 'not fitting in with the other smokers' is stupid. So take fear of second, and amp it up in association with first, to give new motive / strength to defy 'peer group pressure' etc.

You are giving a positive value to something that was all negative before. You are helping her recognize the positive value of the physiological function that was formerly only a negative symptom.

The word try uttered in that soft and doubting way you have is a cue that she could not. You had **conditioned** her to immobility when you use the word try in that way.

Demonstrations of the effectiveness of the unconscious to control behavior are to convince her conscious mind that her unconscious can also control her symptom? This is your basic approach to dealing with symptoms by hypnotherapy. You don't directly suggest symptoms out of existence. You arrange a series of experiences that demonstrate the potency of the patients' unconscious. You give them an opportunity to witness the therapeutic control their unconscious minds have over their symptom and then leave it to their unconscious to continue its therapeutic regulation.

Open-Ended Suggestion to Cope with Problems

E: Now think of a few more of the things that you would like to have your unconscious take charge of.

X: Short of my hands?

E: Other than your hands.

[A comfortable chat now takes place about family matters and apparently unrelated topics for about ten minutes. He is giving her another rest.]

E: Here I'm getting at any other problems she may have.

R: This is an open-ended suggestion to let her unconscious resolve other problems the therapist may not even know about.

Ideomotor Signaling to Evaluate and Ratify Symptom Cure: The Second Round

E: Now, before I asked you what your unconscious answer was about sweating, I told you about your hands. Your right means yes, your left means no. Yes" you would have sweating, no that you would not have sweating. Watch your hands and see if they will signal yes or no. Rest them on your thighs. Which is going to lift?

[After a minute or two of waiting, X's left hand begins to lift ever so slightly and very, very slowly with minor jerks.]

Your confidence is growing. Growing more powerful.

[The right hand also begins to lift, but the left hand remains higher.]

You can close your eyes now. Your unconscious can know the answer, but you don't have to know the answer. All right. Now drop your hands in your lap. The question has been answered. Now you can feel very rested and very comfortable. Now what is that smile for?

[Pause]

E: E illustrates with a story indicating that the conscious mind interferes with therapeutic work, reminding his client that the conscious mind may not know the answer, or what the unconscious is doing...it is enough to 'accept' i.e have faith in the power of the unconscious.

You now acknowledge her conscious doubts and bring them out into the open. You openly acknowledge the truth about her inner situation. She responds with an affirmative yes. You have thus also opened up a yes set. She is in an affirmative mood. You then immediately follow up with, It is nice to watch growth, which is a direct reinforcement of the fact that her left hand did go up, that she is changing and in the process of giving up the symptom.

R: Your story of the bed-wetter (that change can come about gradually, or suddenly) was particularly appropriate because the symptom of wetness and a number of details were similar. You are again bringing in sexual connotations.

E: Yes, wet genitals and wet hands.

Ideomotor Questioning to Ratify Symptom Cure: The Third Round

E: Drop your hands. Now let's see, which hand is going to move up. [The left hand lifts only. She frowns while it lifts.] The wrist, too. And the elbow will bend. Come toward your face. Higher, higher, up, well, that is really hard to believe, isn't it? That your unconscious says: Sweating is not for your future. And your unconscious knows that. Your unconscious knows that you

will have a gradual growing conscious realization of that, that only at the speed that your conscious mind can tolerate. Close your eyes.

R: You test a third time, and finally only the left hand lifts, indicating that the sweating has been effectively dealt with. This is a clear case illustrating how you return again and again to deal with her doubts and internal resistance until you get a clear ideomotor response of symptom cure.

E: Yes.

R: You now extend the ideomotor response and, by implication, the cure by having her whole hand levitate higher and higher.

E: A gradual growing conscious realization means that she can learn as rapidly or as slowly as he wants to.

Trance Rest to Reinforce Therapeutic Change

E: Go deeply in trance. And now awaken at your convenience. (X closes her eyes, visibly relaxes for a few moments, and then awakens.)

R: After the successful ideomotor indication of symptom change you give her a period of trance rest. She had been under an evident strain (frowning) during the ideomotor signaling, so you now let her have a few moments of therapeutic trance as a way of rewarding her inner work with relaxation and inner freedom.
Humor to Facilitate Unconscious Psychodynamics

E: Now for a bit of flippancy.

X: Yes.

E: I embarrassed Dr. Bertha Rodger in New York. I was lecturing there at a banquet in my honor. Someone asked me where I was going to sleep that

night. I said with Bertha. And I think you are very much surprised to find out how often you sleep with me. You are constantly going to sleep with me, aren't you? Rather shameless, aren't you?

X: No, I don't think I'm shameless.

E: It only seems as if I'm relating a personal narrative.

R: But in fact you are indirectly bringing sex in again. But what is the purpose of this direct sexual confrontation here?

E: I tell her she is going to sleep with me. Consciously she knows she is not.

R: She knows the absurdity of that.

E: But I have said it so convincingly. I have been very convincing to her unconscious so her unconscious says, He's not really talking about sleeping with him, he's talking about sleeping with someone else! I'm nakedly hammering on the sexual aspects.

R: You are using flippancy and humor to facilitate the inner resolution of the sexual psychodynamics of her problem. Humor depends for its effect on engaging unconscious processes. You use humor here to initiate an unconscious search and facilitate the unconscious processes intimately related to the psychodynamic source of her symptom reaction.

I want you to get some good physiological rest. You have done a lot of work. Far more than you know. You have altered a lot of your brain pathways. You have set up new ones. You need to sleep. You are going to think about your hands in a different way.

R: You now directly help her acknowledge that a lot of therapeutic work has been done. You end this session with these marvelous waking suggestions that will facilitate conscious rest and further therapeutic work on an unconscious level throughout her sleep.

Confusion is characteristic of the patient's mental state during the initial and middle stages of therapy with Erickson. Confusion is an indication that the patient's habitual frames of reference and generalized reality orientation have been loosened so that their psychodynamics are now in an unstable equilibrium. A process of deautomatization is taking place wherein many of the patient's erroneous sets that have been responsible for symptoms and maladaptive behavior are loosened to the point where new associations and mental frameworks can be formulated to achieve therapeutic goals.

Recognizing that a great deal of insight therapy needs to be done in this session, Erickson begins by giving her some mental warm-up exercises : He requests that she recall in exact detail the furniture of the place she slept the night before and then all the things she saw on a shopping tour yesterday. All of this may seem irrelevant to the patient, but Erickson is thereby warming up search operations in her mind with nonthreatening material. These search operations will be used later in the session, when she will need to seek and express insights.

The senior author then induces trance with an ideosensory approach (How soon will you warm up your hands?) that is uniquely suited to X because the sensation of warmth" is tied to the theme of sexuality that touches one of her basic

unconscious complexes. He then embarks on the work of undoing repressions in a variety of ways. His object, as always, is to help the patient loosen the rigid mental frameworks that are responsible for symptom formation, so that the unconscious can restructure a better reality. He utilizes ideomotor signaling, analogies, stories, and other devices to move her associative processes continually toward introspection in critical areas. Here we witness Erickson at his best as a therapist facilitating the process of insight. He continually offers one approach after another, like a locksmith trying different keys until the patient finally unlocks her own repressions. After a great deal of initial resistance, X experiences a flood of insights about her family dynamics and the reasons for her symptoms.

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Training in Thorough Mental Examination

E: Name the items of furniture in the house.

X: Well, in the living room there are giant pillows instead of furniture, but there is a rocking chair there, too. There is a couch in the kitchen. There are tall bar stools in the kitchen. There are three bedrooms, so there are three beds. Two regular and one water bed. There are three dressers. I think that's all.

E: No other objects? You haven't named a table yet.

X: OK, there is a table and four chairs in the kitchen, etcetera.

E: Now, any special thing you did yesterday?

X: I went shopping by myself for about an hour and was sort of wandering around in a daze, just taking my time. Other than that, no.

E: Where did you shop?

X: A little place, well not little. It is a giant conglomerate department store.

E: What objects did you look at?

X: Food, cheese, meats, flour tortillas, wine, tomatoes, beans, pants.

E: Any other things?

X: No.

X: The pants that I bought were men's pants, but I looked at a pants suit that would be for a woman.

R: What's the purpose of this seemingly irrelevant question about house furniture?

E: When you think about a thing you think inclusively; don't exclude anything.

R: Oh, that's the implication! By having her think in extreme detail about her friend's house furniture, you are training her unconscious to go into something very thoroughly without telling her conscious mind what you are doing. You don't directly say, I want you to thoroughly explore your problems. Instead you put her through another task in a thorough manner. You then expect that process of thorough examination to automatically generalize to her own self-examination of her personal problems.

E: She came to me with a problem, and I tell her she is going to have to do some thinking. And then I demonstrate to her exactly the kind of thinking.

R: You then do the same thing by requesting she make a detailed examination of her shopping.

E: She makes a remarkable listing: she ends up with pants.

R: Oh, the sexual implication of pants?!

E: Yes! It is put in so beautifully. Why would she buy men's pants? It is like choosing a man.

Ideosensory Induction Utilizing a Psychodynamic Complex

E: How are your hands?

X: Misty.

E: Must be you have a warm heart. How soon will you warm up your hands?
[Pause]

X: They are getting warmer. [Pause]

E: Close your eyes. [Pause] Lean back in your chair. [Pause] And just keep sleeping deeper and deeper.

R: Here you deliberately associate her sweating with warm heart and, by implication, sex. Then, before she can respond or interfere in any way with this association, you immediately begin an ideosensory induction to trance by asking how soon will her

hands warm up. That question is trance-inducing because to feel an adequate response of warmth, she must first go into trance. Since you have already associated warmth with heart, sex, and sweating, this choice of induction reinforces and extends these associations. Your initial association of misty and warm heart put her on an inner search for your meaning. That inner search is characteristic of the everyday trance when people pause for a moment's reflection over a puzzling question or task. You then immediately make use of this momentary inner focus to initiate a trance induction that also utilizes the inner associations (warmth) that are occupying her at that precise second. We could summarize the whole process as follows. You gave her two trance-inducing tasks simultaneously: (1) The association between symptom (misty) and warmth (sex) puts her on an inner search, and (2) the question about warming up her hands requires trance for an adequate response. These two approaches are interlocking and mutually reinforcing because they have the common theme of warmth. This common theme is itself trance-inducing because you tied it to a central psychodynamic complex (warmth, sex, sweating) that is present in her unconscious. Whenever we touch upon a person's complexes, of course, there is a spontaneous abaisse-ment du niveau mentale (a lowering of consciousness) that also facilitates trance. No wonder, then, that she immediately responds with the ideosensory response of warmth and enters trance.

Autonomous Trance Training

E: While you are sleeping more and more deeply, I am going to make some calls. [E dials and makes some telephone calls of a professional nature, discusses setting up future appointments with R, etc. After about five minutes he returns to X].

R: In the initial stages of trance training you sometimes give the patient a free period to learn to go deeper into trance in an autonomous manner, by whatever means they have at their disposal

E: Breathe very deeply, X. And either nod or shake your head gently in answer to my question.

After five minutes of autonomous trance-deepening you judge her ready to respond to some exploratory ideomotor signaling. You usually like to use head nodding or shaking because that utilizes well-learned and automatic movements that people frequently carry out without realizing it in everyday life.

E: In training a rifle team for the international shoot, I told them to let the sight wander back and forth, up and down, all over the target. You don't know just when you'll squeeze the trigger.

R: The conscious mind will not know just when, so the unconscious will have an opportunity to intrude and squeeze the trigger at just the right moment. You are taking pressure off the conscious mind and giving responsibility to the unconscious. Did you explain that to the riflemen?

E: I did not explain it to them. I said to them they might not even know when their finger squeezed the trigger. It takes all the pressure off because it is not necessary for them to know. The only necessary thing is for the bullet to hit the target.

R: The conscious mind need not know the precise moment. You are allowing the unconscious to play a bigger part in the response.

E: And the conscious mind can be more comfortable because it isn't pressured to do it at an exact moment. A small child always asks, Can I do it when I want to? The feeling of comfort and freedom is very important. You don't have to know the exact time.

R: You allow this freedom for the unconscious to make its own response in its own way in its own time. You depotentiate the erroneous sets of the patient's conscious mind that presumes to control everything and thereby open freedom for the individual's creative unconscious.

Serial Posthypnotic Suggestion for a Negative Hallucination Training

E: Shortly you will awaken, wondering where the others have gone. [Pause] It will rather surprise you. Why did they leave? Was there any purpose? Now slowly awaken. [Pause as she opens her eyes and reorients to her body a bit.]

You don't directly suggest she won't see the others when she awakens. You give a more subtle form of suggestion of surprise, and questions about why they left, etc.

Trance Induction by Depotentiating Conscious Sets: Evaluating Posthypnotic Capacity

[X is immobile with a trancelike stare.]

E: Is there anybody else here?

X: In this room? [Long pause] I can't give you a simple answer.

E: Then give me a complex one.

X: Well there are three or four other people here, but they are not.

E: They are not what?

X: Not impinging or something.

E: Not impinging.

You ask a question about the presence of others to evaluate her capacity to follow your subtle posthypnotic suggestion about wondering where the others have gone.

The basic problem of many patients: They are usually afraid to give up conscious control, they do not trust their own unconscious to find solutions and new ways of coping.

A tendency for the hypnotherapist to err in the direction of uncovering unconscious material too quickly. You carefully avoid this danger by emphasizing that patients need not tell until they are ready to do so with a feeling of comfort and safety.

E: I point out that contradiction. Now when does a girl want to have a lack of control?

R: During orgasm.

X: I never did want to be a harpist. [Pause]

E: What do you want to do in relationship to the harp?

X: Play just for myself.

E: And whose idea was it that you be a concert harpist?

X: I always blamed my Dad, but it might have been mine. I think originally it must have been Dad's.

E: Now why did you have wet hands?

X: I know why. So I wouldn't have to play.

E: As an excuse.

R: When her self-revelation does come, it is surprisingly free of emotional trauma. Not wanting to be a concert harpist seems to be such a simple pragmatic fact, yet for her it is giving up an identity built up over a lifetime. One of her major mental frameworks about herself has been altered.

[A fifteen-minute conversation takes place wherein X now experiences a flood of insights about her family's psychodynamics and her symptom of sweating.]

R: Now begins a flood of insight and conviction about the source and nature of her problems in her family. You are here utilizing the classical means of insight therapy to support the reorganization of her psychic economy so that symptom formation is no longer necessary.

All I have done is say words and in so doing I have stimulated memories, ideas that you already had, and then you acted on those memories. You have memories of the time when you didn't even know your hand was your own. And you don't even know when you first knew where your ears were. And you don't know how you finally located your ears. Parents like to have a child point to the hair, forehead, eyes, nose, mouth, chin, and ears. But when did you really know where your ears were?

X: I don't know.

[Erickson demonstrates knowledge of ear location by touching the right ear by reaching with the left hand behind the head.]

E: One time you didn't know those were your hands, so you tried to pick up your right hand with your right hand. It took you a long time to learn to pick up your left hand with your right and your right hand with your left hand. So you have a whole bank full of memories and understandings, and

all I do is say something that touches upon those memories. Yesterday when I said, 'Try to stand up, I tapped into your memory bank to a time when you couldn't stand up. And there was a time when you couldn't sit down because you didn't know what sit down meant. There was even a time when you didn't know you were a people. All I needed to do was tap into your memory bank and you couldn't talk.

R: That is our theory of hypnotic phenomena

R: In these closing remarks you are actually giving a clear outline of our utilization theory of hypnotic suggestion. Suggestion is not putting something into the subject; suggestion is the process of stimulating memories and ideas that you already had that can be acted on by the subject. Suggestion is simply the process of evoking the subjects' own internal associations and helping them utilize these associations for new purposes. All so-called hypnotic phenomena are actually dissociated bits and pieces of behavior that were once normal in earlier stages of development and the initial stages of learning.

E: Knowing things and not knowing them at the same time. [Erickson tells another of his favorite stories about his daughter Christie, who screamed and carried on for seven days until she finally stood up and took 142 consecutive steps the first time she walked. She just knew she was a people and thus had to prove it.

At the end of a therapy process you give full disclosure to your patients about the nature of hypnosis. In particular, you emphasize that they actually have control over the process and they can use it for any constructive purpose.

Behavior, whether in the ordinary waking state or in hypnotherapeutic trance, is not necessarily logical, well-ordered, properly pertinent, or even reasonably appropriate to the situation or conditions evoking it. It may be logical, illogical, meaningless, irrelevant, random, misdirected, nonsensical, metaphorical, humorous or whatever. It is usually impossible to predict with precision just what an individual's response will be in any therapeutic encounter because the simplicities and complexities of behavior and its reasonableness and idiosyncrasy derive from many permutations of unknown experiential factors in the person's lifetime of learnings.

Hence, when the problems of distressed, disturbed, and abnormal behavior are encountered, any treatment approach must integrate the individuality of both the therapist and patient. There is no rigidly controlled or scientific method of eliciting the same behavior from one or more patients under the same conditions at different times. Even when the range of responses seems to be greatly limited, totally unpredictable behaviors may occur.

Psychotherapists cannot depend upon general routines or standardized procedures to be applied indiscriminately to all their patients. Psychotherapy is not the mere application of truths and principles supposedly discovered by academicians in controlled laboratory experiments. Each psychotherapeutic encounter is unique and requires fresh creative effort on the part of both therapist and patient to discover the principles and means of achieving a therapeutic outcome.

The most common reason the senior author gave for both his successes and failures was the degree to which he was able to evoke and utilize the particular patient's motivation and repertory of experiential learning. The most remarkable hypnotic effects could be evoked because of the nature of the transference relationship and the importance of these hypnotic responses for the patient's much desired therapeutic outcome. The failures, particularly those involving the hypnotic effects that the senior author was most experienced in evoking in experimental settings, were likewise accounted for by their apparent irrelevance to the patient's real needs.

A basic hypnotherapeutic approach to psychosomatic symptoms is to demonstrate clearly and unequivocally how they are controlled and maintained by psychological processes. Such a demonstration breaks through limiting preconceptions about the organic nature of the problem and usually puts the patient in touch with the psychodynamics of the problem. If it is correct that psychosomatic symptoms are more closely associated with right hemispheric functioning (Galin, 1974), an hypnotic demonstration of the psychogenic control of the problem may be making contact with the actual hemispheric sources of the symptom, since trance itself is considered to be a right hemispheric activity (Bakan, 1969; Hilgard and Hilgard, 1975). This helps us understand why it is that spontaneous insight into the sources and psychodynamics of the problem frequently follows closely upon a demonstration of the psychological control of the symptom. The trance experience opens up common pathways between the psychodynamics and the sources of control of the symptom. The following case, written by the senior author, is a typical example of how this approach can be used.

X was sure her asthma was organic since it had begun with a cold, had been aggravated by the atmospheric impurities of the mining town, and only occurred during cold weather. Furthermore it always disappeared with the advent of warm weather. Also, it had to be organic, since in ten years she had never had a single attack in the summer, and she was the same person psychologically in both cold and warm weather

She proved to be an excellent subject, developing a deep trance easily. She was given rapid training in posthypnotic suggestions. She was then instructed during trance that at a specified cue (when the writer tapped his pencil three times) she

would be given a memory task, a most important memory task, which would be defined at the proper time. She agreed to follow all instruction and, also, to go to sleep whenever another specific cue was given (when his cigarette lighter was dropped into his ashtray). She was awakened with a comprehensive amnesia for the trance experience. After a few casual remarks, further inquiry was made about the possibility of summer attacks of asthma. She was most positive in her denials.

During trance she was asked if she thought she could develop a severe attack of asthma exactly at 2:37 P.M. She declared the idea to be most ridiculous. She was assured that if her asthma were psychogenic, it was both possible and probable. However, if it were organic, she need have no fears. Somewhat puzzled, she waited for further elaboration, but the writer merely directed her attention silently to the clock.

At 2:25 P.M. she was asked if she felt comfortable. She replied that she was merely puzzled, because watching a clock certainly could do nothing to her. At 2:34 the comment was offered that only three minutes remained before she would or would not develop an asthmatic attack. She only smiled in reply. At 2:37 she turned expectantly to the writer. Immediately the writer tapped his pencil on the table three times (this was a previously directed cue for a posthypnotic suggestion to remember) and said, Remember fully, completely, just as if you were reading it, the content of any letter your father has written to you. A violent asthmatic attack ensued.

During it she was told, The day is hot. It's the 8th of July. It is summertime. There are no fumes or dust or cold. You have not a recent lung infection. You are having a severe asthmatic attack. It began at 2:37, twenty minutes after I said it would, if it were psychogenic. It will stop when I say so. It is psychogenic! Shall I remove it at 2:45 or 2:47, because I can. Do you see this cigarette lighter? That's all it is. It is neither medicine nor magic. But when I do a certain thing with it, your asthma will disappear. Watch it carefully. Be sure you know, really know, that your asthma is psychogenic. Now watch. Immediately the lighter was dropped into an ashtray. A deep trance state ensued, and she was told to sleep deeply, comfortably, and to awaken free of her asthma and with a full recollection of everything. This she was then to relate to the writer.

She responded fully, and upon awakening she began to verbalize freely and comprehendingly. Her recollections may be summarized as follows: Her mother had long been bedridden because of paralysis, cardiac disease, and accompanying respiratory distress. Her father had never treated her mother or her very kindly, and he was tremendously guilt-ridden. Shortly before her first attack of asthma, she had received a letter from a friend, hinting strongly about her father's undue interest in a woman known to be promiscuous. Her asthmatic attack followed her

father's first letter. Thereafter she dreaded from week to week his next letter, but felt duty-bound to answer each letter. His return to the farm each spring gave her a sense of relief because she knew he would be too busy to engage in undesirable activities or to write to her.

When she had completed her summation, she was asked what she intended to do. Her reply was that she would think matters over thoroughly and decide on a course of action. Subsequent reports disclosed that she had visited her father, discussed the situation with him, engaged a lawyer, and intimidated her father into executing legal instruments ensuring her control over and eventual ownership of her share of the farm, and giving him his freedom to do as he wished with his share. Since then the father has handled her property well, but he has been slowly dissipating his share.

He still writes regularly each winter, but the patient has had no further asthmatic attacks since the one induced in the office on July 8, 1949.

As is typical of his general approach to symptom problems he (2) demonstrates with her own experience how her unconscious can control her behavior and thereby indicates that the locus of therapeutic change will be within her unconscious.

During trance she is given careful suggestions to respond with an important memory when given a specific cue. She is not told what the memory is to be about, since that might only arouse further conscious resistance. Her unconscious, however, will probably respond to the obvious implication that it will have something to do with her asthma by activating its relevant unconscious search programs in that area. Implication is a most effective means of (3) evoking searches and processes on an unconscious level that can be precipitated into consciousness when given a specific cue.

Before preceeding the senior author added a safety measure. After giving her training in following posthypnotic suggestions, he instructs her to go to sleep - that is, to enter trance - whenever a specific cue is given. Thus any behavior or symptomatic processes that threaten to get out of hand could be immediately attenuated by having her enter trance.

He then gives her unconscious time, from 2:17 P.M. to 2:37, to align itself to produce an asthmatic attack on cue if the asthma is in fact psychogenic. The unconscious does not work by magic. Time is required for it to do its own work. The senior author judged it would take at least twenty minutes to work through the inhibiting limitations of the patient's conscious sets, which declared the idea to be most ridiculous. An expectation was given for an asthmatic attack at 2:37.

The senior author then allows expectancy and tension to build for twenty minutes. At the appointed time, 2:37, she turns (1) expectantly to him; her readiness is apparent. He then gives the expected posthypnotic cue (tapping his pencil three times) and gives her the critical memory task of recalling the content of any letter your father has written to you. A violent psychogenic asthmatic attack ensues. She is thus precipitated into a (2) state of shock during which her habitual mental frameworks and patterns of defense are momentarily depotentiated.

During this critical period the senior author simply states all the obvious facts regarding the psychogenic nature of her asthma. **When one's habitual mental frameworks (the generalized reality orientation) are so shaken by (3) shock and surprise, one tends to grasp onto any suggestions or belief system that will reestablish security and comfort.** The facts about the psychogenic nature of her asthma are then reinforced through the security and comfort that follow from the posthypnotic cue (lighter-ashtray) to enter a deep and comfortable trance state from which she can awaken free from her asthma with a full recognition of everything. The senior author thereby (4) demonstrates her release from symptomatic behavior while opening the possibility of (5) her gaining insight into the sources and psychodynamics of her problem. She gains these insights and makes her own plans about how to settle her problems.

Hypnosis can be used effectively even when the patient is a difficult and unresponsive hypnotic subject with whom only a light trance state is possible. Three two-hour sessions were required to achieve even that light trance, but it was enough to present the basic suggestion: Your unconscious will know what to do and how to do it. You will absolutely yield to that need and give full expression to me. When finally that has been done completely, you can then recover from your present problem. Although the senior author could not evoke any of the classical hypnotic phenomena with this patient, the above suggestion was enough to assign the locus of therapeutic change to his unconscious. The patient's unconscious was given time to incubate until the next session, when his usual conscious frameworks were suddenly depotentiated with the shockingly authoritarian demand to, Shut up with your conscious mind and its foolish requests for medicine, and let your unconscious mind attend to its task!

That was enough to precipitate an unusually violent and prolonged catharsis that proved to be the vehicle for the resolution of the patient's psychosomatic symptom and a striking change and maturation of the total personality. The periods of the patient's intense catharsis could be looked upon as altered states in which personality reorganization could take place.

It was the case of the trombone player whose upper lip swelled greatly. No form of treatment managed to offer relief, as it was psycho-somatic. He had never been

allowed to contradict his father's strict rules...'Don't give me no lip'.... He literally 'gave' everyone his lip, with the swelling ... He had to confront his father, and 'give him some lip' figuratively, to resolve the problem.

Two-level communication and a continual discharging and displacement of resistance are of primary importance to much of Erickson's approach.

A classical hand levitation approach to trance induction can be used as a rich context for introducing many therapeutic suggestions in a symbolic as well as a direct form. Therapeutic suggestions are introduced during those first moments of initiating trance experience when patients' attention and expectancy are frequently at their highest pitch. In this unusually rapid approach the patients receive therapeutic suggestions before they realize what is happening. Their consciousness can be so fixated on the novel experience of hand levitation that they do not notice the therapeutic suggestions. The therapeutic suggestions are, therefore, received by the unconscious in a way that bypass some of the patients' conscious, habitual attitudes and learned limitations.

E: You know that seeds found with Egyptian mummies have sprouted after 5,000 years.

He does not have to worry about penis erection because that's also an automatic function. You're thereby introducing another therapeutic frame of reference: Unconscious processes within the body will regulate penis erections just as they do other functions once he gives up the limiting and inhibiting effects of his conscious worry about it. The patient objects by saying a personal relationship is involved. You then utilize this to confirm that from the physiological point of view you really shouldn't have a worry. This resolves the physiological aspect of the problem and enables you to define the problems as psychological or emotional in a manner that he can easily accept. Then with your hypothetical question about any doubt when she is nude you help him acknowledge that even this psychological aspect of the problem is resolvable. Thus in the first few minutes of the interview you have facilitated series of acknowledgments from the patient that structure a very strong therapeutic frame of reference for the hypnotic work that will follow. In his last remark the patient is already placing the problem into the past. He approaches trance with a very high expectation that his now very limited problem can be resolved with ease.

Suggestions for Recovering Memories: Truism Covering Many Possibilities of Response

E: To uncover that memory and return it to you is not likely to occur all at once. What is likely to happen is that you'll remember a little bit here and next week a little bit there. The following week some more of the first part. The following

week it slowly builds up in a regular fashion. And then some day the whole thing will straighten out.

R: You begin with a series of psychological truisms about how we do in fact tend to recover memories piece by piece over time. These suggestions, cover many possibilities of response. her unconscious the freedom to work in its own optimal manner,

You can't know and I can't know-nobody can know - just how you are going to remember He illustrates this further by asking her to recall what she had for dinner last night, validating the fact that her recall comes out in a piecemeal, out-of-sequence order.

When I say she can't know and I can't know. Notice the interspersed suggestion, *you are going to remember.*" Consciously she does not hear that direct suggestion because her conscious mind is focused on the how that precedes the direct suggestion, *you are going to remember.*

Milton H Erickson, Hypnotherapy, an exploratory casebook

Embedded commands: You can begin to *relax*

Add a non-verbal gesture to set this verbal directive apart from the rest of the utterance with 'analog marking'

'I'm wondering if you will ...' is an embedded question, meaning the question forms only part of the utterance, i.e is embedded in a sentence, rather than forming the entire sentence e.g 'Will you...?'

I don't know if you are aware / know / realize / notice...

Deeply, easily, curious about...

Milton uses phonological ambiguity i.e many words have different spelling, and meanings, but sound the same...so you can bypass the conscious mind and speak to the subconscious directly...the conscious mind attends to one meaning, the subconscious to the other, e.g sexual meaning...

He often deliberately makes it unclear what, and to which extent, the adjective, adverb, or verb applies to, in the sentence...used to bypass conscious filters...and Zen tactic of surprise / shock / break internal dialog

He often puts two sentences together, where the end of the first is the start of the second...'I'm speaking clearly to make sure that you can *hear* you are, in the process of...

Uses transferred epithets e.g 'the rock is sad'

He often pretends he is quoting someone else, when making statements. E.g 'Last year in Vegas, the Hotel owner ...

'Meta Model' simply means you interrogate the utterance, to make explicit any assumptions, make explicit anything else that is implicit, note any generalisations

made or implicit, make sure every utterance has a reference e.g. who, what, where in particular Vs 'people, it, there, she, they, and forces the utterer to be more specific where they are being vague...in order to highlight these, and challenge them...where they remain vague, general, implicit, they cannot be challenged and replaced with more concrete, specific, valid expressions...and these are needed to move forward... Of course NLP makes up its own language for marketing purposes, to trick people into paying huge amounts of money for 'Master NLP courses' which basically teach what Bandler and co. have modelled off other people. To their credit they have made some things explicit, and drawn out 'intuitive' talent to explain what they do, or observe them doing it and noting it...but this 'modelling' behavior goes way back to Maxwell Maltz's days of 'psycho-cybernetics'...what gets me is that they made it so hard for even me, who already understood most of what NLP is, to comprehend what NLP was, so that it seemed much more mystical and elusive than it is...they did this consciously to monetize their work as well as possible, or subconsciously, from a desire to appear more original and innovative than they really are...much in the same way Einstein built up on the work of others, much of it directly gifted to him, but then repackaged it, and was pushed to the foreground as a 'genius'...that both men are Jewish may not be irrelevant !!

In other words you should ask for missing information, where it is not offered e.g. what, who, when, where. If comparisons are made, you need to ask what they are comparing themselves, something, to. Who, what, when where? Basically what I call 'interrogation'. To interrogate simple utterances to reveal all the implicit and explicit assumptions that have been made by the utterer. To seek more concrete levels of abstraction that can be identified, worked with, explicitly.

'I fell, like, you know, everyone, over there, well, they all, you know, look at me and, like, you know, they're thinking they're much better than me and all. And they, like, do this all the time, and like, never, ever, do they think about, hey, you know, the good things I do, and like, I can never get them to admit'

There are often mistakes in reasoning, logic, assumptions, mistakes, invalid ascriptions...assuming you can 'read' others thoughts about you i.e. mind reading, or that others should be able to read your mind, attributing cause-effect relationships that do not exist, or doing so erroneously...i.e. she makes me mad, even attributes magical powers to her...who? How? When? Examples? ...

Nominalisation is a neat concept though...all is flux...all is process...all is becoming...leaves everything open to being changed...nothing is 'done'...'finished'...there are NO fait accomplis...just processes that can be influenced...

'complex equivalence' is David Hume's 'Humean uniformity' i.e. that supposed cause-effect relationship observed in past / experienced as such, will remain

uniform, and reliable, in the future i.e $X+Y$ will always give / result in / produce / cause, the outcome, condition, state, Z ...

Using terms like 'Lost Performative' however is absurd, unforgivable..what is the point of such terms? Simply refers to failure to make explicit WHO said what, where, when, in what context... 'She always...' etc...Who? 'They say...' Who says?...often 'hearsay' and totally unreliable source e.g mass media / government / teachers...

The terms 'must' and 'have to' are called Modal operators of necessity, which we can forgive Bandler for using, given his computing background...they are key though, as people assume they have no choice...this often implicit assumption has to be challenged...a major limiting belief...the idea that 'I have to', or 'I may not' or 'I must'...often are totally invalid...just something someone told you and you accepted...conditioning...usually You CAN, and have a choice whether to or not, that you have been tricked into not realising...like feeling obliged to fight wars for Israel because your occupied government was bribed to order you to...just because a thing called 'conscription' was introduced...in fact you can UN-introduce it...it's called democracy...and either you have it or you don't...but you are told you do NOT have a choice, when you DO...you are told 'WE MUST...' when in fact we have lots of different options...

Maybe I got 'presupposition' wrong...says here is it something implicitly required to understand a sentence i.e something not said, that we add, to complete the sentence, even though it was never uttered...

I understand Richard monopolizing the training of NLP trainers, but doubt he oversees every course, and that most of his trainers and trainees every really 'grok' NLP, fully...It is an industry...like any priesthood... and if you imagine you invented something special, you want to ensure it is reproduced correctly, fully, and doesn't get distorted into something else, and is applied as you want it to, to gain the results you felt you yourself got using your method...so be careful ... In any case, most of NLP existed in some form before Bandler, and NLP is a logical progression where it did not exist formally in the form of NLP...and it is not necessary to use NLP terms to do most of NLP, as it is 'borrowed' or a mere 'extension' of existing forms...but Bandler should be given credit for the specific exercises that Bandler produced ...though I will describe them in paraphrased form, in ways I think best explains their optimal use of the underlying concept...to avoid charges of 'plagiarism' and copyright and of 'using NLP without permission...and even more importantly, to ensure transfer of meaning / value...I find most of NLP obfuscationist and disproportionately burdensome to users...and fails to give credit to its inspiration where it could and I believe should have...of course no-one gives David Hume the credit HE deserves...

My voice will go with you...Milton H Erickson's therapeutic use of story

He was the founding editor of the American Society of Clinical Hypnosis. In the 1950s he wrote the article on hypnosis for the Encyclopaedia Britannica. Professionals often called upon him for advice on hypnosis and altered states of consciousness. He hypnotized Aldous Huxley in the 1950s and collaborated with him on his study of altered states of consciousness.

And I want you to choose some time in the past when you were a very, very little girl. And my voice will go with you. And my voice will change into that of your parents, your neighbors, your friends, your schoolmates, your playmates, your teachers. And I want you to find yourself sitting in the school room, a little girl feeling happy about something, something that happened a long time ago, that you forgot a long time ago. — Milton H. Erickson

"What you don't realize, is that most of your life is unconsciously determined."

The positive value of any psychotherapy is obviously based on the ability of a person to change, largely as the result of an encounter with another person or persons.

Change is accomplished most effectively and permanently when the therapist focuses on influencing his patient's unconscious patterns

"Coming here and letting me tell them stories" involved expectations and communications on many levels. For example, anyone who spent time with Erickson was likely to experience various levels of hypnotic trance. With positive expectations, in a trance, we are most open to the messages and influences transmitted in Erickson's stories. Erickson believed that if the listener "forgot" a story—developed an amnesia for it—its effect could be even more potent

MHR probably Hollywood movies the reason people will feel certain they had seen factual evidence, even film footage, of the supposed 'Holocaust' gassings and cremations !! Without cultural reinforcement "brainwashing" tends to fade

away. During the Korean War, for example, many "brainwashed" American prisoners-of-war were led to accept anti-American beliefs. In fact, thousands wanted to remain in Communist China rather than return home. Yet after they had been repatriated, it would seem, most, if not all, returned to their former beliefs.

In "telling stories" Erickson was, of course, following an ancient tradition. Since time immemorial, stories have been used as a way of transmitting cultural values, ethics, and morality. A bitter pill can be swallowed more easily when it is embedded in a sweet matrix. A straight moral preachment might be dismissed, but guidance and direction become acceptable when embedded in a story that is intriguing, amusing, and interestingly told. Toward this end, Erickson's tales utilize many effective storytelling devices, including the use of humor and the inclusion of interesting information, such as little-known medical, psychological, and anthropological facts. Therapeutic suggestions are interspersed in stories whose content is far removed both from the patient's concerns and the therapist's overt focus.

Trance, according to Erickson, is the state in which learning and openness to change are most likely to occur. It does not refer to an induced somnolent state. Patients are not "put under" by the therapist, nor are they out of control and directed by the will of another person. Trance, in fact, is a natural state experienced by everyone. Our most familiar experience takes place when we

During the movie, many of us enter into an altered state of consciousness. We identify with one or more of the characters, and we leave "trance-formed." However, this feeling lasts for only a short time—ten or fifteen minutes at most. By contrast, people find themselves, many years later, referring back to an Erickson tale. Their behavior and attitudes may be permanently changed.

Erickson explained these permanent changes by the fact that they occurred in the context of "hypnosis," which he defined as "the evocation and utilization of unconscious learnings." When a therapist is able, with or without the use of stories, to help a patient get in touch with his own unutilized knowledge, that patient is most likely to incorporate these forgotten learnings into his behavior. More constructive and self-reinforcing behavior may often result.

In the telling of stories, Erickson adds new data, evokes new feelings, and prescribes new experiences. A patient who has been struggling for years within a guilt-ridden, narrow view of life may be presented through these tales with Erickson's permissive, life-celebrating philosophy. These views reach him on many levels, including the unconscious. They may be presented to the patient in the waking state and the hypnotic state. The patient may then discover that he does not have to rely solely on his own well-established circular patterns of thought. He does not have to "make do" with his own limited philosophy and

limited mental sets. Partly through the medium of these stories, he becomes aware of new possibilities, which he is free to accept or reject on both conscious and unconscious levels. Sometimes the patient will identify with a character in a story, or with Erickson himself—the master, who can deal successfully with difficult challenges. He may then experience a sense of accomplishment. This sense of accomplishment allows him to approach a situation with a greater feeling of confidence

When a patient has been able to experience himself successfully enjoying a sexual act while in a hypnotic trance, the therapist has added to his memories the feeling of success and the expectation of further success

"Did you know that every blade of grass is a different shade of green?" popped into my head and I looked at the grass more closely. Indeed, it was true! For the rest of the day, I walked around with my eyes more open than usual.

A child in a story can represent the child within us...When the reader identifies with the child, he is likely to feel hopeful as he hears how the child overcomes blockages to growth and freedom.

Process of "reparenting." Erickson used this concept in a broader way than had Jacqui Lee Schiff in her book *Transactional Analysis Treatment of Psychosis*. Erickson applied the term to his method of replacing previous "parental" injunctions with new ideas, which he instilled by means of posthypnotic suggestions.

A phrase that Erickson often included in his hypnotic inductions: "And my voice will go with you wherever you are." This phrase enabled him to keep contact with the patient in trance, regardless of the depth of the patient's regression, while also serving as a cue to posthypnotic suggestions. Another cueing phrase might be "You will see a flash of color." Subsequently, long after the therapeutic session, whenever the patient saw a flash of color, he was likely to respond to other posthypnotic suggestions given in conjunction with the "flash of color" suggestion. These suggestions could include injunctions and points of view, which would then be "heard" (often in Erickson's voice) as the voice of an introjected parent or superego. This introjection of the therapist's voice can occur in any psychotherapy but is most likely to occur when the patient is in a hypnotic trance. One possible explanation for this phenomenon was given by Lawrence Kubie at a meeting of the American Psychoanalytic Association, Dr. Kubie noted that in a hypnotic trance the distinction between hypnotist and subject is abolished. The subject then hears the hypnotist's voice as if it were coming from inside his own head—as his own inner voice. This was true of Erickson. His voice would become your voice, and his voice would go with you, wherever you were.

One use of story / metaphor is like Zen Koan...to bring confusion / surprise, and break listener out of internal reverie, mental chatter, habitual frames of reference / patterns / limiting beliefs/attitudes/values etc

A story like Parables of Jesus, more memorable than moral lecture , philosophical discourse...and express the meaning in more accessible way ...

By observing the patient carefully and by mirroring his behavior and responses, Erickson gives the patient the feeling that his mind is being read and that Erickson really knows him. This kind of "knowing" leads to a very intimate relationship. "Rapport," which is imperative in all kinds of psychotherapy, is apparently formed more quickly during hypnotic therapy than in other forms of psychotherapy. (In this regard, it is of interest that Anton Mesmer was the first one to use the term "rapport" in conjunction with therapy.)

A strong therapeutic relationship leads the patient to feel understood, safe, and secure. With this support he may then venture into both inner and outer worlds with greater confidence and with a greater readiness to take risks.

His observations pertained not only to simple matters such as body movements, breathing, and pulse rate (seen in the neck), but also to the patient's responses, as he listened to the tales. For example, if a patient tightened up at a certain point in a story, this was a clue that some relevant point had been touched upon. Erickson might then utilize another story, or elaborate on the same one, in ways that enhanced the patient's responsiveness. Thus, the stories are not only therapeutic but also diagnostic.

The teaching tales were always used in conjunction with other principles of Ericksonian therapy.e.g symptom prescription, utilization of the resistance, and refraining.

Erickson applied the principles of getting the patient's attention through surprise, shock, doubt, and confusion, with the generous use of implications, questions, puns, and humor in his stories. Each story has a structure and plot, often with a surprise ending. The stories often build to a climax, followed by a feeling of relief or success. The use of the teaching tales demonstrates a principle that Erickson outlined in *Hypnotic Realities*, that is: "When dealing with a problem of difficulty make an interesting design out of it. Then you can concentrate on the interesting design and ignore the back-breaking labor involved." First, you identify an interesting design in the patient's responses and symptoms. Next you select a tale or tales that provide first an analogue of the patient's designs and then a better design. Or, as Erickson told his daughter-in-law, "Cookie," "First you model the patient's world. Then you rolemodel the patient's world."

Calling people 'stupid' shocks / stuns / surprises them out of their habitual patterns...opens up Bardot of opportunity to challenge their limiting beliefs etc...then reframing e.g hard penis scary, but you can reduce it, with 'malicious/vicious pleasure' to a soft, pathetic little thing, via sex Vs fear of chronic rape / child abuse victim of erect penis...now sex empowering for her Vs sense of shame, powerlessness, worthlessness...

The business at hand—helping the patient to be more open, to find novel solutions and new frames of reference.

Having a repertoire of stories can give the therapist a feeling of mastery, control, and competence...i.e avoid feeling anxiety themselves...manifest confidence in client i.e placebo effect / self-fulfilling prophecies etc...

The best way for the therapist to select stories is through his own free associations. By this I mean not only cognitive free associations, but also bodily responses, emotions, perceptions, and, particularly, imagery associations

Erickson also behavioral therapy / logic i.e if client couldn't wake up in morning, then drink lots of water before going to bed, so bladder would wake him up...and then start getting out of bed any time NOT asleep / sleeping i.e so learn to associate bed with ONLY sleeping / sex...so any time woke up during night, had to get out of bed, drink lots of water, and only return to bed when sleepy ... when he awoke to urinate, he was not to return to bed, but must begin the day, preferably with a cold shower...

"We all begin to die from the moment we are born. Some do it faster than others. All we can do is enjoy our lives."

Sometimes patients will note that even though they have an exciting session in the therapist's office, fantasizing and even imagining successful resolutions of conflicts, there is no carryover. They complain that "there hasn't been any change in me. I am still not doing anything differently outside this office." Sometimes in such cases, it is best for the patient to remain silent and passive while I tell an Ericksom'an tale. It may be a long, boring tale of childhood development. The patient will claim, at the end of the session, that this session was not as "good" as previous sessions and will state that he prefers to be more active. He may say that he was bored. I will remind him that the work that we are trying to achieve is on an unconscious level and that it does not matter what his conscious mind does. Subsequently, he may report major changes in his life. He has been, for example, more assertive socially, has established new relationships, or has changed a job. In other words, his activity takes place outside of the session. During the session, / assume responsibility for activity.

Receptive state is often most easily and quickly achieved by the inducing of a hypnotic trance. If one reads these stories in the so-called waking state, one might dismiss them as being "cliche'd," "corny," or "of interest, but not enlightening." Yet, in the hypnotic state, where everything that is said by the therapist is heightened in meaning, a story, or a single word in a story, may trigger a mini

saton the Zen term for enlightenment. (MHR pronounced how? Maybe even 'SayTen'? Imagine if called self Saton ...:D The only active ingredient in 'mesmerism' was found to be the imagination !!! Late 1700's investigation into 'animal magnetism' ...

—in the trance state—to re-experience the immense effort and frequent frustration involved in learning any new task like walking, riding a bike, learning to play guitar, juggle etc, is to suddenly realise you succeeded at THAT, so surely THIS will prove no greater obstacle i.e current 'problem' / 'challenge'...

Erickson assumed there was a 'normal' development path, unique to each individual, that all humans move along...simply a matter of returning them to where they got 'in a rut' i.e 'stunted' / 'arrested', where things were proceeding smoothly / normally (LRon Hubbard return to last point felt competent), and to continue along this path that they, as unique individuals i.e THEIR path, would have continued along, had not the traumatic / limiting event / experience / etc intervened...maybe decades 'later than normal', but 'never too late'...MHR...

Erickson's great story of the horse that he merely helped find its way home, after wandering onto his family farm...he just 'rode' it out onto the road, and kept it on that road when it wanted to / wandered into fields to eat etc, until it found its way home...very powerful story...He told a story about a horse that wandered into his family's yard when he was a young man. The horse had no identifying marks. Erickson offered to return the horse to its owners. In order to accomplish this, he simply mounted the horse, led it to the road, and let the horse decide which way it wanted to go. He intervened only when the horse left the road to graze or wander into a field. When the horse finally arrived at the yard of a neighbor several miles down the road, the neighbor asked Erickson, "How did you know that that horse came from here and was our horse?" Erickson said, "I didn't know—but the horse knew. All I did was to keep him on the road."

Often helpful to go back to the beginning of the real road, the real developmental course of the client /self...taking real likely events we know MUST have happened e.g 'learning to stand up', as the client walked into the office, and therefore MUST have, at some point, successfully mastered this very complex balancing act of 'standing up' and 'staying standing'...can regress person in trance back to this very challenging development / stage / event / experience...relive it...and thus feel empowered / confident / competent about

whatever current challenges they have...also simply puts them back on their own road to development...and can continue from here, going through all the desirable developments that allow a person to feel 'fit for life' ... confident ... etc...I did THAT, I can do THIS / anything...like basic training in Army...we surprise ourselves...mind gives up before body...and if I can manage THAT, then anything is possible...i.e point of such otherwise pointless training / excessive pushing of boundaries / limits...until come to point where you stumbled / got stuck / your development became arrested...and then have identified the thing you need to re-live, this time with the resources required, and get through, so that you can then continue on your own 'normal' development, into maturity, as a confident adult ... fully functional...enjoying life ...

LEARNING TO STAND UP

We learn so much at a conscious level and then we forget what we learn and use the skill. You see, I had a terrific advantage over others, I had polio, and I was totally paralyzed, and the inflammation was so great that I had a sensory paralysis too. I could move my eyes and my hearing was undisturbed. I got very lonesome lying in bed, unable to move anything except my eyeballs. I was quarantined on the farm with seven sisters, one brother, two parents, and a practical nurse. And how could I entertain myself? I started watching people and my environment. I soon learned that my sisters could say "no" when they meant "yes." And they could say "yes" and mean "no" at the same time. They could offer another sister an apple and hold it back. And I began studying nonverbal language and body language. I had a baby sister who had begun to learn to creep. / would have to learn to stand up and walk. And you can imagine the intensity with which I watched as my baby sister grew from creeping to learning how to stand up. And you don't know how you learned how to stand up. You don't even know how you walked. You can think that you can walk in a straight line six blocks—with no pedestrian or vehicular traffic. You don't know that you couldn't walk in a straight line at a steady pace!

You don't know what you do when you walk. You don't know how you learned to stand up. You learned by reaching up your hand and pulling yourself up. That put pressure on your hands—and, by accident, you discovered that you could put weight on your feet. That's an awfully complicated thing because your knees would give way—and, when your knees would keep straight, your hips would give way. Then you got your feet crossed. And you couldn't stand up because both your knees and your hips would give way. Your feet were crossed—and you soon learned to get a wide brace—and you pull yourself up and you have the job of learning how to keep your knees straight—one at a time and as soon as you learn that, you have to learn how to give your attention to keep your hips straight. Then you found out that you had to learn to give your attention to keep your hips straight and knees straight at the same time and feet far apart! Now finally you

could stand having your feet far apart, resting on your hands. Then came the lesson in three stages. You distribute your weight on your one hand and your two feet, this hand not supporting you at all [E. raises his left hand]. Honestly hard work—allowing you to learn to stand up straight, your hips straight, knees straight, feet far apart, this hand [right hand] pressing down hard. Then you discover how to alter your body balance. You alter your body balance by turning your head, turning your body. You have to learn to coordinate all alterations of your body balance when you move your hand, your head, your shoulder, your body—and then you have to learn it all over again with the other hand. Then comes the terribly hard job of learning to have both hands up and moving your hands in all directions and to depend upon the two solid bases of your feet, far apart. And keeping your hips straight—your knees straight and keeping your mind's attention so divided that you can attend to your knees, your hips, your left arm, your right arm, your head, your body. And finally, when you had enough skill, you tried balancing on one foot. That was a hell of a job!

How do you hold your entire body keeping your hips straight, your knees straight and feeling hand movement, head movement, body movement? And then you put your one foot ahead and alter your body's center of gravity! Your knees bent—and you sat down! You got up again and tried it again. Finally you learned how to move one foot ahead and took a step and it seemed to be good. So you repeated it—it seemed so good. Then the third step—with the same foot—and you toppled! It took you a long time to alternate right left, right left, right left. Now you could swing your arms, turn your head, look right and left, and walk along, never paying a bit of attention to keeping your knees straight, hips straight

Describing how he developed his powers of observation, being totally immobile, and observing others for entertainment. By describing plausible experiences that an infant might have in learning to stand and walk, he encourages regression of the listener to the infant level.

Erickson's negative statements (i.e., "you toppled") are in the past tense. He changes to the present tense to imbed positive suggestions ("you alter your body balance"). This "very early learning set" story is helpful at the beginning of any therapeutic program because it brings the patient back to a time before the onset of his neurotic problems, disrupting, at least temporarily, his fixed mental sets. It also reminds the patient that learning is or was difficult but that he will learn, if he persists.

Both giving and holding back the apple...an analogy...we both express, and repress...hold ourselves back...

"And you can imagine the intensity with which I watched." Here he is marking the word "imagine." Of course, this is the way his hypnotic work will be done, with imagery, with imagining.

He chuckled his way through all of his stories. He was going to have fun, and he was inviting you to play. If you did not want to play, that was your problem. He would still make invitations, but he was not going to be offended if you rejected them.

As you watch the person grab on to whichever associations that particular person has, and you could follow up on them.

Cueing the unconscious with words such as "straight" and "stand up." Later, when these words or phrases are introduced into therapy, the entire learning set and attitude toward learning are then automatically evoked.

One of his favorite prescriptions for enjoying life, perhaps even for prolonging it! "Always look to a real goal, in the near future."...when he had been expected to die overnight, he'd had his mother move a chest that was blocking his view of the window, and he'd be damned if he was going to miss his last sunset...went into coma for 3 days, but survived... is necessary that we have goals— immediate and achievable.

Dilation imagery / story about dilation etc ...for mental and emotional and physical constipation...

Use a story, at the start, that sets the tone, positive expectations i.e of a similar case you treated successfully, someone who benefitted from the same treatment / applying the strategy you suggest etc...

'Haven't you had enough of Symptom / behavior X ?' 'Don't you think it is time to be happy / healthy / successful'? After having induced trance state...

Will Rogers, "It ain't what we don't know that gives us trouble. It's what we know that ain't so that gives us trouble."

Milton had not yet begun speaking at the age of 4, while his 2 year old sister had...

HE WILL TALK

A lot of people were worried because I was four years old and didn't talk, and I had a sister two years younger than me who talked, and she is still talking but she hasn't said anything. And many people got distressed because I was a four-year-old boy who couldn't talk. My mother said, comfortably, "When the time arrives, then he will talk."

This last tale highlights Erickson's belief that the unconscious mind can be trusted to produce appropriate responses at the right time. When this story is told to a patient who is just beginning to experience hypnotic trance, it may encourage him to wait patiently until the urge to talk arises or until he is able to reveal unconscious messages in a nonverbal way.

How deep a trance is necessary? Any trance that is of sufficient level to let your unconscious mind take a look, a mental look, at what's going on, is sufficient. In those mental looks and understandings, you learn a great deal more than you do by conscious effort. And you should use your mind at the unconscious level, even while you are using it at the conscious level.

Milton tricked a client who he knew had a history of not paying his bills, by getting him to brag / show off about all his important, influential friends, and getting their addresses from him (perhaps acting like he didn't believe him, and needed proof / evidence), then the client realised he would contact these people and tell them if he didn't pay...that HE had been 'played' i.e. play on his arrogance / pride. 'He knew blackmail when he heard it!'

Milton and others often put themselves into a trance, putting their confidence in the ability of their non-conscious mind to solve a problem / deal with a client...often emerging from that trance hours later with files / case notes / solutions...total unaware of the previous few hours...

Milton would tell stories giving illustrating how most of our behavior is unconsciously determined. Erickson is also inserting frequent references to "automatic" behavior. Thus, this tale is useful in encouraging a patient to allow himself to respond automatically in a hypnotic trance. The repetition in the story can easily lead to 3 hypnotic trance, especially if the words are delivered in a rhythmic way. Of course, this story can be used diagnostically as well. One can note a patient's response to words, phrases, events in the story you think might related to their real underlying problems i.e. diagnose their symptoms indirectly...without arousing conscious resistance...you can 'try and see', 'try out' various possibilities, unobtrusively, to 'fish' for unconscious / non-verbal and verbal responses, without arousing denial / asking direct questions the conscious mind doesn't want to answer / can deflect / pretend / deny...which is how those stage performers can 'read' what you are thinking...by watching you as you attend to his story / comments / questions...

MHR see if any details / books written etc by these stage performers on how they achieve their apparently amazing 'mind reading' successes !!!

How much pressure used when writing can indicate the emotional intensity e.g conflicting choices...if write YES to all, one will be written with more pressure, THAT is the unconscious MOST desired outcome / choice...

Erickson credited with first use of INDIRECT suggestion? He introduced it to 'walk around' resistance...He tells clients to 'Go into a deep sleep, and meet me in the middle of nowhere'...

3 classical aspects of hypnotism. Literalism, age regression and time distortion.

"All your life you have been learning things, transferring them to your unconscious, and using, automatically, the end results of the learning." He is suggesting that you, the reader, will transfer to your unconscious mind the learnings derived from his teaching tales and you will use the end result automatically.

Erickson age regressed a client to age of 3, i.e to a time before her phobia / symptoms appeared, in her case she had recently 'learned' to associate orange juice and the color with castor oil, after a chemist with the best intentions, unknown to her, placed her prescription of castor oil in a glass of orange juice, and offered it to her. She drank it. And ever since had felt sick at the mere thought, sight, etc of orange juice, or even the color orange. By taking her back to a point in her development BEFORE the event, and giving her orange juice to drink in that regressed hypnotic state, he cured her of this aversion / stimulus-response / conditioning...the basis of 'time-line therapy', though I have not heard of anyone in NLP attributing their 'brilliant idea' to Milton H Erickson !!! Basically age regress to a time BEFORE the phobia / reaction had appeared, and get the person to do whatever it is they fear / hate doing...

MHR are dreams subconscious's way of re-programming itself?

Catalepsy...placing another person in trance, then lifting their arm, and leaving them there, in that rigid fixed position, in front of another person resisting trance...i.e antagonistic / hostile to the very idea, and determined to prove trance doesn't work on them, that you cannot put them into a trance...He left them together for 15 minutes, and when he returned, the resistant client was in deep trance i.e the client had resisted the therapist, but couldn't resist another person in deep trance already i.e the evidence / facts / clear proof that SHE was in trance i.e immobile in odd position a person could not normally maintain for very long...

Localising the symptom / restricting it / limiting it to one particular geographical location / situation / condition rather than attempting to fight it, avoiding resistance MHR and Erickson ...intensely associating it with such limited triggers / stimuli, that it is effectively irrelevant

Another way is to have a client resist you actively i.e deliberately evoke / provoke the maximum resistance, by deliberately doing your spiel in a clumsy way bound to fail...while the client is sitting in chair X...or explicitly ask them to experience their fear / phobia etc as intensely as possible, sitting in chair X, then direct them to 'leave the fear in that chair', and get up and sit in chair Y. Erickson thus gets them to localize the fear / symptom in that chair...the implication to the subconscious being that the fear can NOT be experienced anywhere else...it is not so intensely ASSOCIATED (MHR) with that location...it is allowed to exist, remain, you have NOT resisted it / strengthened it by resistance...you have simply limited it to that one location...very Buddha like way...more subtle even than replacement ...

Erickson got a chronic alcoholic to go to the botanical gardens and do a lot of thinking in the cactus enclosure...considering the miracle of how these plants can survive years without 'a drink' ... it worked ... the man realised his current job was high risk for drinking 'occupational hazard', and changed his workplace...stayed sober...he of course had been at the end of his search, desperate, highly motivated... the indirect suggestion was of course that he didn't need to drink...

Like my idea of 'glass me' transferring pain from one thing to another, where it is not a problem any more, in same context of MIGRAINES

Client with 9 year history of chronic, debilitating migraines...highly competitive person...after 3 years of daily treatments came to Erickson... "You have headaches, migraine headaches, which simply are killing you day after day. You've had them for nine years. You've been in daily treatment for your headaches for three years, with this doctor whom you trust. And you have made no progress at all. Now he has brought you out here, for me to work with you. And I'm not going to work with you, but I will do this. You put your hands on your knees and see whether your left hand will rise up to your face first or your right hand first." And the competition that developed between his two hands —it was marvelous! It took about a half an hour for one hand to win. Just when his hand was touching his face, I said, "The tension is in the muscles and you hold that tension in your hands while they are competing." It wasn't pleasant for him to

feel that tension. "Now, if you want to have headaches, why not have a headache free of muscle competition of the muscles in your neck and shoulders? I don't think you want a headache any more than you want competition in your neck and shoulder muscles. I'd like to have you know what muscle relaxation is by letting your hands compete in relaxing." So I gave him a lesson in tension and relaxation. And he's been free of headaches ever since. That was at least six or eight years ago. (MHR not sure if it was the relaxation exercises that did it or the suggestion...but at least the suggestion opened the way for him to do the exercises...often how most 'magical' cures work i.e get people to do reasonable things they otherwise wouldn't do / take seriously ... using the tricks / delivery of 'magic' e.g reading runes / tea leaves...transferred authority of ...

Inducing orgasm by suggesting it must be possible, as every boy experiences wet dreams

A 'frigid' , sexually unresponsive female client found no pleasure in sex at all. It was merely mechanical. This disappointed her lovers. She wanted to become responsive / passionate. Erickson described, in some detail, how boys experience wet dreams all the time. Then suggest: "In every boy half of his ancestors are feminine. And what any boy can do, any girl can do. And so you can have a wet dream at night. In fact, you can have a wet dream any time you wish. In the daytime you may see a handsome man. Why not have one then? He doesn't need to know about it. But you can know about it." She said, "That's an intriguing thought." I noticed that she became abnormally still. Her face flushed. She said, "Dr. Erickson, you've just given me my first orgasm. Thank you very much."

Wet dreams, the author imagines, are how the body learns to move from manual orgasm to orgasm during actual sex??? Subconscious 'furnishes' him with a sex object? As if masturbation at some point NOT mentally associated with sex objects?

Erickson chose to speak about boys as this was less threatening i.e 'others' ... wouldn't trigger resistance...if had talked about girls, risked her taking it personally / triggering resistance ... MHR also more erotic for girl to think about boys masturbating, OBVIOUSLY dear author...so he first uses 'harmless' example, then transfers the learning to her, at the end, AFTER she has accepted the point...before any resistance could occur...objections thus avoided !!!

With client that he had not managed to induce trance in, he suggested she could "learn to go into a trance," then had her imagine / make believe, that she was going into a deep trance...He told her a story about another patient, and how he succeeded with her...He had told her to close her eyes...then direct that 'when you open them, all you will be able to see is my hand... MHR did he say 'pretend' again? Make believe? Or direct her? ...he repeated got her to

SIMULATE a deep trance, until it became REAL...fake it till you make it...go through the motions...muscle memory etc... but he did it by telling her a story about ANOTHER patient he did this with, with success...!!!

N.B During his lectures, members of his audience hearing Erickson tell this tale sometimes fell into a deep trance during the presentation.

I have indicated some of the "marked" phrases (MHR *Italics?*). Here, Erickson changed his tone of voice and slowed down. These phrases were then responded to as if they were direct suggestions—such as "You will see only my hand." With patients who have difficulty in going into a trance, I often quote recent research that indicates that people who simulate a hypnotic trance will achieve the same results as those who are "actually" in a trance. As we can see in this tale, one can simulate a light trance or a deep one. Erickson gives guidance by describing some of the phenomena of a deep trance—such as "negative hallucinations" (not being able to see the desk, the rest of his body, or the chair).

PRETEND A TRANCE

Putting Dolly into a trance was quite a bit of labor. She just couldn't go deeply into a trance. I gave her a suggestion to the effect that she could "learn to go into a trance," Then I told her about the experience of a hypnotic subject in Albuquerque, A professor had been working with her, on some hypnotic experimentation, and he had told me, "We tried and tried to have her go into a deep trance and she simply can't." So I had the subject essentially make believe she was going into a trance, I told her to open her eyes and just be able to see my hand. Then I told her that her peripheral vision would close down and down, until it was limited to my hand. And there are four other sensory areas. And pretty soon she felt sure that she could see only my hand, without the desk, or me, or the chair. Then I had her come out and go into her light trance, then repeat going into a deep trance. She repeatedly simulated a deep trance until it actually became real. Dolly listened to that story. She simulated a deep trance—until it became real.

Erickson pretended to be listening to music, cocking his head slightly as if listening to a far off orchestra...his client, who had previously claimed could not be induced into trance / hypnotized, adopted the same posture, and began listening...her left ear up in the posture of listening...which Erickson then copied...soon she was 'hearing' the music... this is an indirect suggestion Vs the direction 'You will hear...'... For we tend to want to help others finish their sentences etc...

Erickson had a mother remove all mirrors so her son, suffering acne, could not see his own face, for 2 weeks, during which the acne cleared up...he treated eczema the same way...

Warts produced by virus, and susceptible to changes in blood pressure...he told the client to soak her feet, first in ice-cold, then water as hot as she could bear, then ice-cold again...three times a day, until the warts on her face and feet disappeared...until she was so annoyed she'd give anything not to have to do it... i.e subconscious had to solve problem of these annoying interruptions, by curing the warts...she did this for months, until it became so irritating she forgot about doing this, and also forgot about her warts, which disappeared...the blood being drawn to the feet reduced the blood supply to the warts / virus...and her lack of attention to them ???

Paracelsus dictum, expounded in the fifteenth century: "As man imagines himself to be, so shall he be, and he is that which he imagines." e.g low self-esteem and bad posture, poor muscle tone, resonating lack of confidence which is manifest in self and others responses, blushing when we think about an embarrassing situation, erections / vaginal lubrication when having erotic thoughts.

Erickson's dictum "It's the patient who does the therapy."

Erickson seeds ideas and conies back to them later. We can observe his utilization of long-term posthypnotic suggestion and reframing.

KATHLEEN: TREATMENT OF A PHOBIA: complete transcript of an entire Erickson therapy process demonstrating indirect suggestion.

E: You realize you're in a trance, don't you? You can realize it better if you close your eyes. Now, in that trance, I want you to feel so comfortable. I want you to go into trance so deeply that it will seem to you as if you are a bodyless mind, that your mind is floating in space, free of your body, floating in space and floating in time. And I want you to choose some time in the past when you were a very, very little girl. And my voice will go with you. And my voice will change into that of your parents, your neighbors, your friends, your schoolmates, your playmates, your teachers. And I want you to find yourself sitting in the schoolroom, a little girl feeling very happy about something, something that happened a long time ago, that you forgot a long time ago. And there's one other experience I want you to have. And when I tell you to wake up, to wake up from the neck up. Your body will remain sound asleep. Now, it will be hard to awaken from the neck up, but you can do it.

Now, soon you'll begin awakening from the neck up. Now, don't be scared, because your body is sound asleep. Take all the time necessary to wake up from the neck up. It's hard work, but you can do it. (long pause) Now your head is

beginning to wake up. Your eyes are beginning to open, (pause) You can do it. And maybe your body, still sound asleep, will be that of a little girl. You are slowly awakening from the neck up. Your eyes are beginning to flutter open. As you lift your head, your neck unfreezes, (pause) Lift the head and see me. Is your head awake? You know that in this world, there are many adaptations to life. I would hate to go for a swim in the Arctic Ocean, but the walrus enjoys it; the whale enjoys it. I think the Antarctic is cold, I'd hate to be a penguin hatching an egg at sixty below zero, holding that egg between my feet, and starving for six weeks until my fat spouse came back from the ocean and took her turn hatching the egg. And, you know, the whales, such large mammals, live on plankton, microscopic particles in the ocean water. And I wonder how many tons of sea water pass through the mouth before they get enough plankton. Because, you know, I'm glad the whale can eat plankton and grow large and fat. And the famous scuba divers of Australia enjoy riding on the back of the leopard shark as it swims lazily about, passing seawater over its gills for oxygen, and combing its gills for plankton to nourish its huge body, Do you have any objection to whales and sharks living that way? And then I watched an education program of a woodpecker in the Black Forest, made by a bird-watcher. The woodpecker spent about three weeks chipping out a hole big enough and deep enough to rear a family in. The bird-watcher, in the absence of the parents on feeding trips, bored a hole in the nest and pushed away the wood, and put a pane of glass into place so the woodpecker's hole was a complete hole, solid and impenetrable. Then the bird-watcher fixed up an electric light so when the eggs hatched, their rate of growth could be filmed. Finally, he fitted a ring around the neck of the young woodpecker, and during the absence of the parent, he emptied out the throat of the baby woodpecker to see what kind of food it was living on. In that way he discovered that the woodpecker is vital to the preservation of the forest. He found leaf-eating beetles and wood-eating beetles that destroy the bark and leaves of the tree.

Of course, the parents go out to locate the beetles; they have puffs in their necks in which they predigest those hard beetles. And when they get back to the nest, they regurgitate the halfdigested beetles into the gaping mouths of the nestlings. I think nursing, from my experience, is a much better way of getting food. If I were a woodpecker's baby, I'd much prefer the regurgitated beetles, already predigested. And so, human beings are the highest of all animals in development, but all these learnings so peculiar to other animals yet have their counterparts in human life. We use regurgitation to save life. Woodpeckers use regurgitation to save life. Human beings swallow things instantly only to have their stomach say, "You pitiful fool, get rid of this, now, and by the shortest route possible." Isn't that right? And I think it's wonderful that human beings have stomachs without brains and yet have enough intelligence to say, "Get rid of this rubbish, in the quickest route possible." Now, all these things in human living are very, very important and should be admired. Now, do you think you're ever going to be

afraid of vomiting again? No need to be. It's nice you don't have to depend on brains in your head. And you could say the reaction is often much more intelligent than mental reactions. So, would you like to tell us how you used to be afraid of vomiting? Kathleen: How did you know that?

MHR at this point reading this I felt the start of the urge to vomit...in my throat...seriously !!! ...worried I was going to vomit !!!...

E: In this world there are always a number of tattletales. Do you know when you developed your vomiting phobia? K: A long time ago. E: Do you know the phrase "ontogeny repeats phylogeny"? The growth of the individual repeats the growth of the species. Though you might breathe through your nose, anatomically there are gill slits. How does it feel to be wide awake? How large is your body? Doesn't it amaze you that you can't use it? No, you can't stand up. K: What can't I do?" E: You can't stand up. K: Are you sure? E: Oh, I'm sure, but are you? K: Well, I was till a minute ago; I think I can. E: Practically everybody here knows they can. You only think you can. K: Well, I know I could until a minute ago. I've always had a great fear of not being able to move, or being crippled like my mother. E: What crippled her? K: For years I thought it was polio, but then I found out it was her mind. She had polio, but it was her mind. E: Mine is really polio, plus wear and tear of age. Someday, like the one-boss shay, I'm going to fall apart. I intend to stick around until that day, though. You know, when I was a little child I visited my grandmother's brother and his family. They were shearing sheep. I heard the sheep bleating. I ran away because I couldn't understand shearing the sheep. My Aunt Mary served fried liver, and for years I wouldn't eat liver because I thought of those sheep's ears. Now, with my gout, I can't eat all the liver I'd like to, Close your eyes, and wake up all over now. All over. Wake up all over. And free. And try to keep the smile off your face.

Now, what do you think about vomiting? It's like when you have too many cans of soda pop; when you've gotta go, you've gotta go. K: Do you have a secret stable of tattletales? E: Your friend came in this morning and said you had a bad dream, remembering only the affects. That told me you have a phobia. One of my tattletales named the phobia. Aren't you glad there are tattletales? Do you believe in reincarnation? K: I'm going to come back as a French horn. E: I think you have to tip it over and drain it. K: You know, all my life I've been coming back as a French horn without knowing that! I get the picture now; all I had was the sound before! E: Let this be a lesson to you: all your brains are not located in your cranium. You know what Shakespeare says: "The stages of life really start with the infant." Now / think you ought to have a good start in life. And in Corinthians it says: "When I was a child, I spoke as a child. I did as a child. And now I have become a man I put aside childish things." And that includes fears, right? What is your first name?" K: Kathy. E: Shall I officially change it for you? From now on, it shall be only Kathleen, not fraidy-cat, puking Kathy. How do you feel? K:

Somewhere between spacey and peaceful. E: There's an old Irish song; I don't want to call my wife out to quote it. I never quote exactly correctly. I wanted to introduce Margaret Mead saying I couldn't quote poetry correctly. But I have no difficulty introducing Dr. Margaret Mead. And the one other thing I was sure of: I could quote Gertrude Epstein's "A Rose is a Rose is a Rose is a Rose." Only to find out later from my family, who enjoyed it, that Gertrude Stein's name didn't have an "Ep," and that there are only three roses!

Now, the thing I have in mind is "Down went McGinty to the bottom of the sea," If the sea was Irish whiskey, he swore he'd never come up again. If the sea was dry, he wouldn't waste one drop of the sea by vomiting it! And Kathleen is a good Irish name! Now you have witnessed a demonstration of psychotherapy. I was not the least bit dignified. I laughed and I joked, I may have bored the life out of some of you by talking about whales and plankton and so on. Woodpeckers and beetles.

MHR I felt a need to smile, and went back and re-read his line, and couldn't keep a smile off my face ... Wake up all over. And free. And try to keep the smile off your face.

N.B Erickson leaves out the end of the Shakespeare quotation so that the patient herself can supply it. ("First the infant, mewling and puking in his mother's arms.") To make sure she gets the message ???

The initial hypnotic suggestion was, "And I want you to find yourself sitting in the schoolroom." In this case, Erickson takes a rather scattershot approach. He can't be certain which set of suggestions or which way of reframing the problem would be utilized by the patient, so he seems to hit her from all sides. There is no escaping his suggestions of health. He even lifts her out of her mess, when he gives her a new name, a new identity. Her new name will be associated in an almost Pavlovian way with the change. Erickson used this approach, giving people new names or allowing them to give themselves new names, long before this practice became popular in the encounter groups of the sixties. The new name becomes a posthypnotic cue so that every time she uses it or hears it, new associations of mastery or self-respect will be revived. This approach is much more aesthetically pleasing, naturalistic, and geared to the individual than is, for example, biofeedback treatment, wherein cues are mechanistically introduced. For example, in one treatment of hypertension by means of biofeedback, patients were conditioned to have their blood pressure lowered every time they looked at a red dot on their watches. Erickson's cue—in this case the name Kathleen—is beautifully woven in with all of the other cues and suggestions.

MHR notes: history of hypnotism:

In 1814 Abbe Faria, from India, demonstrated that there was no fluid, as Mesmer's 'animal magnetism' posits, (MHR still feel E-M soup is 'liquefaction / granular fluid') but that the phenomena were subjective, purely within the mind of the patient. a.k.a imagination. He first introduced what is now called the "method of suggestion" in producing magnetism or hypnotism. In 1815 Mesmer died. In the 1840's, James Braid invented the name of hypnotism, formed from the Greek word meaning 'sleep', and designating 'artificially produced sleep'.

Braid experimented and established that sleep could be induced by focusing on any object, inducing fatigue of the nerves, rather than the direct action of the magnetizer on the magnetized subject, or the use of 'magnetized' objects.

He noted that during one phase of hypnotism, known as catalepsy, the arms, limbs, etc., might be placed in any position and would remain there; he also noted that a puff of breath would usually awaken a subject, and that by talking to a subject and telling him to do this or do that, even after he awakes from the sleep, he can be made to do those things. Braid thought he could cure the patient of desire to commit crime, simply by suggestion, or command.

Modern scientific study has pretty conclusively established the following facts:

1. Idiots, babies under three years old, and hopelessly insane people cannot be hypnotized.
2. No one can be hypnotized unless the operator can make him concentrate his attention for a reasonable length of time. Concentration of attention, whatever the method of producing hypnotism, is absolutely necessary.
3. The persons not easily hypnotized are those said to be neurotic (or those affected with hysteria). By "hysteria" is not meant nervous excitability, necessarily. Some very phlegmatic persons may be affected with hysteria. In medical science "hysteria" is an irregular action of the nervous system. It will sometimes show itself by severe pains in the arm, when in reality there is nothing whatever to cause pain; or it will raise a swelling on the head quite without cause. It is a tendency to nervous disease which in severe cases may lead to insanity. The word neurotic is a general term covering affection of the nervous system. It includes hysteria and much else beside.

Dr. Ernest Hart in an article in the British Medical Journal makes the following very definite statement, representing the side of the case that maintains that any one can produce hypnotism. Says he:

"It is a common delusion that the mesmerist or hypnotizer counts for anything in the experiment. The operator, whether priest, physician, charlatan, self-deluded enthusiast, or conscious imposter, is not the source of any occult influence, does

not possess any mysterious power, and plays only a very secondary and insignificant part in the chain of phenomena observed. There exist at the present time many individuals who claim for themselves, and some who make a living by so doing, a peculiar property or power as potent mesmerizers, hypnotizers, magnetizers, or electro-biologists. There is no such thing as a potent mesmeric influence, no such power resident in any one person more than another; that a glass of water, a tree, a stick, a penny-post letter, or a lime-light can mesmerize as effectually as can any individual. A clever hypnotizer means only a person who is acquainted with the physical or mental tricks by which the hypnotic condition is produced; or sometimes an unconscious imposter who is unaware of the very trifling part for which he is cast in the play, and who supposes himself really to possess a mysterious power which in, fact he does not possess at all, or which, to speak more accurately, is equally possessed by every stock or stone."

Concentration is the prerequisite for producing hypnotism, one who has not the power of concentration himself, and concentration which he can perfectly control, is not likely to be able to secure it in others. Also, since faith is a strong element, a person who has not perfect self-confidence could not expect to create confidence in others.

Science teaches that all matter is in vibration. Indeed, philosophy points to the theory that matter itself is nothing more than centers of force in vibration. The lowest vibration we know is that of sound. Then comes, at an enormously higher rate, heat, light (beginning at dark red and passing through the prismatic colors to violet which has a high vibration), to the chemical rays, and then the so-called X or unknown rays which have a much higher vibration still. Electricity is a form of vibration, and according to the belief of many scientists, life is a species of vibration so high that we have no possible means of measuring it.

MHR Rapport is like 'tuning' a pitch-fork / tuner ... finding the resonant frequencies of a person...finding sympathetic / empathetic resonances...'enter-into-it' i.e often 'in-tu-it-ive' on the part of the therapist, or Zen observing skills, all seen in Erickson...so that can first find the 'key' of the person, then transpose it into the thousand flowers of the soul that have been repressed i.e limiting beliefs / habits like prison for full potential...growth of person...expression of full talent for living / loving / creativity etc...

MHR It is as if the person's own will 'sleeps' and allows the will of the therapist to replace it e.g their suggestions 'will be done'...thus acting congruent with the will of the hypnotist / therapist...as the person's own will sleeps, content, relaxed, at peace...

MHR It appears the term 'neurotic' refers to someone who presents psycho-somatic symptoms of some form which have no physical basis. Includes habits, ticks, symptoms with no known etiology in the organism...

Need to direct subject's entire focused attention on the suggestion, focusing on some body part, traditionally the eyes...that some change will gradually take place e.g your eyelids will feel heavy, or your arm will raise, or become immobilized / you will be unable to move it...directing their full attention to this idea, forming a belief...which will become more potent as the feeling is induced, and more potent with each successful 'hypnotism / trance-induction i.e self fulfilling prophecy ... belief in efficacy of the suggestions / trance / hypnotism ... the effect is usually felt / induced gradually...and as the subject experiences the changes, they become more convinced, and the effect more stronger, inducing a positive feedback loop and self-fulfilling prophecy...in the power of suggestion / ability to enter trance / ability to induce trance etc...

Neurotics more susceptible to trance induction?

Trance often associated with unusual strength, endurance, and even paranormal talents, and post hypnotic amnesia for what occurred during trance...

Various methods of hypnotism / trance induction

Command the subject to close his eyes. Tell him his mind is a blank. Command him to think of nothing. Leave him a few minutes; return and tell him he cannot open his eyes. If he fails to do so, then begin to make any suggestion which may be desired. This is the so-called mental method of hypnotization.

Give the subject a coin or other bright object. Tell him to look steadfastly at it and not take his eyes away from it. Suggest that his eyelids are growing heavy, that he cannot keep them open. Now close the lids. They cannot be opened.

In a monotonous tone I continue to suggest the various stages of sleep. As for instance, I say, 'Your breathing is heavy. Your whole body is relaxed.' I raise his arm, holding it in a horizontal position for a second or two, and suggest to him that it is getting heavier and heavier. I let my hand go and his arm falls to his side.

"Your eyes," I continue, 'feel tired and sleepy. They are fast closing' repeating in a soothing tone the words 'sleepy, sleepy, sleep.' Then in a self-assertive tone, I emphasize the suggestion by saying in an unhesitating and positive tone, 'sleep.'

As no two minds are constituted alike, so they cannot be affected alike. The rule applies to gesture, tones of the voice. That which has a soothing and lulling effect on one, may have an opposite effect on another. Just as in drugs, one person may take a dose without injury that will kill another, so in hypnosis, one person can be put into a deep sleep by means that would be totally ineffectual in another, and even then the mental states differ in each individual--that which in one induces a gentle slumber may plunge his neighbor into a deep cataleptic state.

enhanced by a tone and air of profound conviction; and his voice has such fervor and warmth that he carries away his clients with him.

"After having inquired of the patient what he is suffering from, without any further or closer examination, he places his hand on the patient's forehead and, scarcely looking at him, says, 'You are going to sleep.' Then, almost immediately, he closes the eyelids, telling him that he is asleep. After that he raises the patient's arm, and says, 'You cannot put your arm down.' If he does, Dr. Liebault appears hardly to notice it. He then turns the patient's arm around, confidently affirming that the movement cannot be stopped, and saying this he turns his own arms rapidly around, the patient remaining all the time with his eyes shut; then the doctor talks on without ceasing in a loud and commanding voice. The suggestions begin:

"You are going to be cured; your digestion will be good, your sleep quiet, your cough will stop, your circulation will become free and regular; you are going to feel very strong and well, you will be able to walk about,' etc., etc. He hardly ever varies the speech. Thus he fires away at every kind of disease at once, leaving it to the client to find out his own. No doubt he gives some special directions, according to the disease the patient is suffering from, but general instructions are the chief thing.

"The same suggestions are repeated a great many times to the same person, and, strange to say, notwithstanding the inevitable monotony of the speeches, and the uniformity of both style and voice, the master's tone is so ardent, so penetrating, so sympathetic, that I have never once listened to it without a feeling of intense admiration.

The Hindoos produce sleep simply by sitting on the ground and, fixing their eyes steadily on the subject, swaying the body in a sort of writhing motion above the hips. By continuing this steadily and in perfect silence for ten or fifteen minutes before a large audience, dozens can be put to sleep at one time. In all cases, freedom from noise or distractive incidents is essential to success in hypnotism, for concentration must be produced.

Most persons will awake naturally at the end of a few minutes, or will fall into a natural sleep from which in an hour or two they will awake refreshed. Usually the operator simply says to the subject, "All right, wake up now," and claps his hands or makes some other decided noise. In some cases it is sufficient to say, "You will wake up in five minutes"; or tell a subject to count twelve and when he gets to ten say, "Wake up."

Care should be taken to awaken the subject very thoroughly before leaving him, else headache, nausea, or the like may follow, with other unpleasant effects. In all cases subjects should be treated gently and with the utmost consideration, as if the subject and operator were the most intimate friends.

not more than one person out of three can be hypnotized at all, even by an experienced operator, to effect hypnotization except in a few cases requires a great deal of patience, both on the part of the operator and of the subject. It may require half a dozen or more trials before any effect at all can be produced, although in some cases the effect will come within a minute or two. After a person has been once hypnotized, hypnotization is much easier. The most startling results are to be obtained only after a long process of training on the part of the subject.

Public hypnotic entertainments, and even those given at the hospitals in Paris, would be quite impossible if trained subjects were not at hand; and in the case of the public hypnotizer, the proper subjects are hired and placed in the audience for the express purpose of coming forward when called for. The success of such an entertainment could not otherwise be guaranteed. In many cases, also, this training of subjects makes them

deceivers. They learn to imitate what they see, and since their living depends upon it, they must prove hypnotic subjects who can always be depended upon to do just what is wanted. We may add, however, that what they do is no more than an imitation of the real thing.

Often several people, or a large group, of volunteers may be brought on stage, and those who do not respond are sent back.

Think your hands so fast that you can't pull them apart. They are fast. You cannot pull them apart. Try. You can't." The whole class made frantic efforts to unclasp their hands, but were unable to do so. The doctor's explanation of this is, that what they were really doing was to force their hands closer together, thus obeying the counter suggestion. That they thought they were trying to unclasp their hands was evident from their endeavor.

These suggestions were made in a loud tone, Miss Flint being no nearer one subject than another. The bare suggestion was given, as, "Now, think that you are a newsboy, and are selling papers," or, "Now think that you are hunting and are going into the woods to shoot birds."

In stage show harmless piece of wood left red mark on back of participant, as if it really was the 'hot iron' they had suggested it was ?

The subject may be placed with his head upon the back of one chair and his heels on the back of another, and a heavy man may sit upon him without seemingly producing any effect, or even heavy rock may be broken on the subject's body.

Catalepsy is immobility Vs lethargy is total relaxation...

In the somnambulistic stage patients are manipulated by speaking to them; in the cataleptic stage they are equally under the will of the operator; but now he controls them by gesture

Heidenhain looks fixedly at the patient till the patient is unable to take his eyes away. Then the patient will copy every movement he makes as if he were a mirror

"I send V---- to sleep. I recite some verses to her, and then I awake her. She remembers nothing. I again send her to sleep, and she remembers perfectly the verses I recited. I awake her, and she has again forgotten

everything." But if commanded to remember on awaking, a patient may remember.

Memory much better / longer while in trance Vs awake...implies subconscious more powerful memory i.e the memories exist, but conscious mind limited ... in focus/ attention?

The tone of the voice of the operator can have more effect as his words. If he speaks in a grave and solemn tone, for instance, even if what he utters is nonsense, the effect is that of a deeply tragic story.

While a patient will follow almost any suggestion that may be offered, he readily obeys only commands which are in keeping with his character. If he is commanded to do something he dislikes or which in the waking state would be very repugnant to him, he hesitates, does it very reluctantly, and in extreme cases refuses altogether, often going into hysterics

MHR can be like patients who cannot respond, but feel an operation...and later forget...some people experimented with hypnosis, felt / knew they were acting, but continued to act i.e as if they could not feel the pin prick, which they in fact could feel...Then he stroked the arm and said it was growing numb. He said: "You have no feeling in it, have you?" Dr. Cocke goes on: "I said 'No,' and I knew that I said 'No,' yet I knew that I had a feeling in it." The operator went on, pricking the arm with a pin, and though Dr. Cocke felt the pain he said he did not feel it... He was induced into a deep hypnotic sleep by fixing his mind on the number 26 and holding up his hand, thus he learned that he could hypnotize himself...

Enthusiastic musical devotees at a performance of one of Wagner's operas. appeared in a condition of self-induced hypnotism, in which their subjective faculties were so exalted as to supersede their objective perceptions. Music was no longer to them a succession of pleasing sounds, but the embodiment of a drama in which they became so wrapped up that they forgot all about the mechanical and external features of the music and lived completely in a fairy world of dream. Really 'enter-into-it', and become the action so suggested by the music / become one with the theatrical performance of it...entering-into-it fully...losing self in the music...the dancer becomes the dance...I am rhythm...I am music now...

In trance state, subconscious mind free to perform feats conscious mind could never do consciously e.g replace all the letter a's with v's, when

reading from something out loud...and rapidly changing the 'code' i.e changes...to test whether person pretending to be in trance...acting...MHR allows actor to be more convincing i.e is puts self in trance / in-character ... enters-into-it...backstory etc...

A person can deliberately hypnotize himself when he wishes to till he has become accustomed to it and is expert in it ... refuting claims of 'magical powers' residing in magnetized objects or special 'gifts' / 'talents' of the people employing them / hypnotism / trance.

Magnetic healer, mind reader etc can deceive self i.e really believes has super-natural powers i.e induced trance / belief / hypnotic state in self...so not actually lying to YOU, as first lied to SELF...so BELIEVES what saying to be true...thus deceiving BOTH of you... i.e power of his own imagination over his own perception / beliefs ...

Dr. Cocke's experiment in hypnotizing himself. "In my room that evening it occurred to me to try the same experiment. I did so. I kept the number twenty-six in my mind. In a few minutes I felt the sensation of terror, but in a different way. I was intensely cold. My heart seemed to stand still. I had ringing in my ears. My hair seemed to rise upon my scalp. I persisted in the effort, and the previously mentioned noise in my ears grew louder and louder. The roar became deafening. It crackled like a mighty fire. I was fearfully conscious of myself. Having read vivid accounts of dreams, visions, etc., it occurred to me that I would experience them. I felt in a vague way that there were beings all about me but could not hear their voices. I felt as though every muscle in my body was fixed and rigid. The roar in my ears grew louder still, and I heard, above the roar, reports which sounded like artillery and musketry. Then above the din of the noise a musical chord. I seemed to be absorbed in this chord. I knew nothing else. The world existed for me only in the tones of the mighty chord. Then I had a sensation as though I were expanding. The sound in my ears died away, and yet I was not conscious of silence. Then all consciousness was lost. The next thing I experienced was a sensation of intense cold, and of someone roughly shaking me. Then I heard the voice of my jolly landlord calling me by name." The landlord had found the doctor "as white as a ghost and as limp as a rag," and thought he was dead. He says it took him ten minutes to arouse the sleeper. During the time a physician had been summoned.

As to the causes of this condition as produced Dr. Cocke says: "I firmly believed that something would happen when the attempt was made to hypnotize me. Secondly, I wished to be hypnotized. These, together with a vivid imagination and strained attention, brought on the states which occurred."

MHR my own similar fear of imagining terrible things i.e fear of my own imagination running away with me, and scaring myself silly...terrifying myself...not scared that these would be real, but that I would nevertheless terrify myself with my own IMAGINED scary things i.e left home along at night...

"Children's Crusade," in which over thirty thousand children from Germany, from all classes of the community, tried to cross the Alps in winter, and in their struggles were all lost or sold into slavery without even reaching the Holy Land.

Hypnotism may be accountable for many of the poet's dreams. Gazing steadily at a bed of bright coals or a stream of running water will invariably throw a sensitive subject into a hypnotic sleep that will last sometimes for several hours. Test subjects often describe beautiful scenes from nature, or some mighty cathedral with its lofty dome, or the faces of imaginary beings, beautiful or demoniacal, according to the will and temper of the subject."

Perhaps the most wonderful example of self-hypnotism which we have in history is that of the mystic Swedenborg, who saw, such strange things in his visions, and at last came to believe in them as real. MHR All prophets / Moses's burning bush imagine staring at rocks waiting for god to appear...no surprise he'd enter trance, and see god !!! The performances of the dervishes, and also of the fakirs, who wound themselves and perform many wonderful feats which would be difficult for an ordinary person, are no doubt in part feats of self-hypnotism

MHR note practice makes perfect...those capable of being induced / hypnotized, then learn muscle memory, and after repeated 'successes' can self-induce it relatively easy...and then allow their full power of their subconscious / powers usually limited by limiting beliefs, to be available...persons may learn by practice to do seemingly impossible things, such as holding themselves perfectly rigid (as in the cataleptic state) while their head rests on one chair and their heels on another, and a

heavy person sits upon them. ...couldn't normally do this...though it is PHYSICALLY possible, as often demonstrated...the limiting belief of conscious though usually prevents this power being enjoyed ...

Dr. Cooke says of himself: "I can hypnotize myself to such an extent that I will become wholly unconscious of events taking place around me, and a long interval of time, say from one-half to two hours, will be a complete blank. During this condition of auto-hypnotization I will obey suggestions made to me by another, talking rationally, and not knowing any event that has occurred after the condition has passed off."

While in a condition of auto-hypnotization a person may imagine that he is some other personality. Says Dr. Cocke: "A curious thing about those self-hypnotized subjects is that they carry out perfectly their own ideals of the personality with whom they believe themselves to be possessed. If their own ideals of the part they are playing are imperfect, their impersonations are ridiculous in the extreme. One man I remember believed himself to be controlled by the spirit of Charles Sumner. Being uneducated, he used the most wretched English, and his language was utterly devoid of sense. While, on the other hand, a very intelligent lady who believed herself to be controlled by the spirit of Charlotte Cushman personated the part very well." MHR Resources of subconscious still limited to what actually have learned over life e.g vocabulary...so cannot speak foreign language unless have, subconsciously, picked it up somewhere...etc...cannot 'fake' what don't know i.e parrot...act...so reveals 'lie' of 'being someone else' / being 'vessel' for a spirit i.e possessed...if working class cannot faithfully represent nobility in gesture, vocabulary, all the things the noble would have picked up during their education / life etc...

Hysterical neuropathic individuals make the best hypnotic subjects. i.e those people most excitable / most imaginative. Deception seems to be an inherent element in nearly all such characters. Merely to attract attention is a mania with some people.

The case of a man who has such control over his heart and lungs that he can actually throw himself into a profound sleep in which the breathing is so absolutely stopped for an hour that a mirror is not moistened in the least by the breath, nor can the pulses be felt. To all intents and purposes the man appears to be dead; but in due time he comes to life again, apparently no whit the worse for his experiment.

If an ordinary person were asked to hold out his arms at full length for five minutes he would soon become exhausted, his breathing would quicken, his pulse-rate increase. But persons may easily train themselves to hold out the arms for any length of time without increasing the respiration by one breath or raising the pulse rate at all. So this would not be proof of trance.

In the Paris hospitals, where the greater number of regular scientific experiments have been conducted, it is found that "trained subjects" are required for all of the more difficult demonstrations. They were of dubious character / reputation, spent great deal of time 'simulating' i.e 'practicing' what was expected of them in the 'demonstrations'...lived from it as their chief employment...etc...so simulated / faked ... MHR but point is HOW...i.e still an achievement in many cases i.e self-induced ability to do extraordinary things... they had huge investement in 'success' of any induction i.e famous / lived well off this ability...

Claiims can induce trance in well and sick patient, then transfer the symptoms from the well to the sick...after both emerge from trance, the sick is now well, but the well is once again well i.e the suffering only continued during the trance state...so now sick cured?

Many fakers Dr Luys had fallen for, 'caught out' acting i.e pretending to be made drunk by tiny bottle of alcohol held to neck, or to become a cat when valerian used in same way...tester pretended to be using alcohol, but was valerian, she simulated, and vice versa...

Same simulation re: a supposed magnet ... she gave great performance, but was wrong e.g polarity pos/neg, and responded exactly same when presented with non-magnetised bar of iron etc...

Every book on hypnotism gives various rules for detecting simulation of the hypnotic state. One of the commonest tests is that of anaesthesia. A pin or pen-knife is stuck into a subject to see if he is insensible to pain; but as we shall see in a latter chapter, this insensibility also may be simulated, for by long training some persons learn to control their facial expressions perfectly. We have already seen that the pulse and respiration tests are not sufficient. Hypnotic persons often flush slightly in the face; but it is true that there are persons who can flush on any part of the body at will.

Mr. Ernest Hart had an article in the Century Magazine on "The Eternal Gullible," in which he gives the confessions of a professional hypnotic

subject. 'The 'catalepsy business' had more artistic merit. So rigid did L. make his muscles that he could be lifted in one piece like an Egyptian mummy. He lay with his head on the back of one chair, and his heels on another, and allowed a fairly heavy man to sit on his stomach; it seemed to me, however, that he was here within a 'straw' or two of the limit of his endurance. The 'blister trick,' spoken of by Truth as having deceived some medical men, was done by rapidly biting and sucking the skin of the wrist. L. did manage with some difficulty to raise a slight swelling, but the marks of the teeth were plainly visible." (Possibly L. had made his skin so tough by repeated biting that he could no longer raise the blister!)

"One point in L.'s exhibition which was undoubtedly genuine was his remarkable and stoical endurance of pain. He stood before us smiling and open-eyed while he ran long needles into the fleshy part of his arms and legs without flinching, and he allowed one of the gentlemen present to pinch his skin in different parts with strong crenated pincers in a manner which bruised it, and which to most people would have caused intense pain. L. allowed no sign of suffering or discomfort to appear; he did not set his teeth or wince; his pulse was not quickened, and the pupil of his eye did not dilate as physiologists tell us it does when pain passes a certain limit. It may be said that this merely shows that in L. the limit of endurance was beyond the normal standard; or, in other words, that his sensitiveness was less than that of the average man. At any rate his performance in this respect was so remarkable that some of the gentlemen present were fain to explain it by supposed 'post-hypnotic suggestion,' the theory apparently being that L. and his comrades hypnotized one another, and thus made themselves insensible to pain.

"As surgeons have reason to know, persons vary widely in their sensitiveness to pain. I have seen a man chat quietly with bystanders while his carotid artery was being tied without the use of chloroform. During the Russo-Turkish war wounded Turks often astonished English doctors by undergoing the most formidable amputations with no other anaesthetic than a cigarette. Hysterical women will inflict very severe pain on themselves--merely for wantonness or in order to excite sympathy. The fakirs who allow themselves to be hung up by hooks beneath their shoulder-blades seem to think little of it and, as a matter of fact, I believe are not much inconvenienced by the process."

There are no special tests that can be relied on. The amateur can always be deceived. If a person is well accustomed to hypnotic manifestations, and

also a good judge of human nature, and will keep constantly on guard, using every precaution to avoid deception, it is altogether likely that it can be entirely obviated. But one must use his good judgment in every possible way. In the case of fresh subjects, or persons well known, of course there is little possibility of deception. And the fact that deception exists does not in any way invalidate the truth of hypnotism as a scientific phenomenon.

Post-hypnotic suggestion: a suggestion made during the hypnotic condition as to what a person will do after coming out of the hypnotic sleep may be carried out.

Claims you can hypnotise person against their will are patently false MHR but we can never know the TRUE will of a person i.e WHAT they actually WANT, and thus would allow us to 'facilitate' via the agreed illusion of 'hypnotism' i.e the condition / situation allows them freedom / inhibition...and the 1000 flowers of the soul can surprise people Vs some supposedly fixed 'personality' / 'character' i.e what we expect, and the repressed reality...even person themselves may be surprised what they are desirous of being 'hypnotised' to do i.e 'allowed' to do ... especially in public...

All claims that you can get person to do something against their will have been disproven...though people 'act' out suggestions...they 'know' it is not really a gun they are pointing at someone and 'firing', and a rich person will NOT write you a will and sign it, granting you everything...the person 'acting out' may write an I.O.U or sign a check, but they know they don't have the money to fulfill it, so they know it is not real...the rich person with the money will NOT do so, as they KNOW it will cost them real money...unless MHR of course, they secretly desire to do this e.g Francis of Assisi ...

Person who just 'stabbed' you with a piece of cardboard, will now break down in hysterics if you replace the cardboard with a real knife, and will NOT be able to stab you...though nothing has changed in their 'condition'...

Dr. Cocke declares his belief that no person can be hypnotized against his will by a person who is repugnant to him. Further, if the personality of the hypnotizer and the crime itself are repugnant to the hypnotic subject, he will absolutely refuse to do as he is bidden, even while in the deepest

hypnotic sleep. On this point nearly all authorities agree. MHR hence power of / importance of 'rapport' and ecology /

There is absolutely no well authenticated case of crime committed by a person under hypnotic influence. There have been several cases reported, and one woman in Paris who aided in a murder was released on her plea of irresponsibility because she had been hypnotized. In none of these cases, however, was there any really satisfactory evidence that hypnotism existed. In all the cases reported there seemed to be no doubt of the weak character and predisposition to crime. In another class of cases, namely those of criminal assault upon girls and women, the only evidence ever adduced that the injured person was hypnotized was the statement of that person, which cannot really be called evidence at all. MHR 'Holocaust survivors' inclusive!

Post-hypnotic suggestion, is very much weaker than suggestion that takes effect during the actual hypnotic sleep. so 10 times less likely you could induce a crime in this way.

While acting under a delusion at the suggestion of the operator, the patient is really conscious all the time of the real facts in the case--indeed, much more keenly so, oftentimes, than the operator himself. For instance, if a line is drawn on a sheet of paper and the subject is told there is no line, he will maintain there is no line; but he has to see it in order to ignore it. Moreover, persons trained to obey, instinctively do obey even in their waking state. It requires a special faculty to resist obedience, even during our ordinary waking condition. Says a recent writer: "It is certain that we are naturally inclined to obey, conflicts and resistance are the characteristics of some rare individuals; but between admitting this and saying that we are doomed to obey--even the least of us--lies a gulf." The same writer says further: "Hypnotic suggestion is an order given for a few seconds, at most a few minutes, to an individual in a state of induced sleep. The suggestion may be repeated; but it is absolutely powerless to transform a criminal into an honest man, or vice versa." Here is an excellent argument. If it is possible to make criminals it should be quite as easy to make honest men. It is true that the weak are sometimes helped for good; but there is no case on record in which a person who really wished to be bad was ever made good; and the history of hypnotism is full of attempts in that direction.

Funny example: a criminal will execute all the thefts suggested, but will NEVER return any object stolen, when THIS is suggested ... perfect example of what hypnotism is / can do ...

Dr. Courmelles notes: "I have heard a subject say: 'If I were ordered to throw myself out of the window I should do it, so certain am I either that there would be somebody under the window to catch me or that I should be stopped in time. The experimentalist's own interests and the consequences of such an act are a sure guarantee.'" This is why the simulator, or hypnotized, appears willing to do things dangerous / violent / criminal i.e secure in faith that he would NEVER be allowed to hurt himself or anyone else.

Hypnotism is a kind of experimental insanity. Really good hypnotic subjects have not a perfect mental balance. We have also seen that repetition of the process increases the susceptibility, and in some cases persons frequently hypnotized are thrown into the hypnotic state by very slight physical agencies, such as looking at a bright doorknob. Furthermore, we know that the hypnotic patient is in a very sensitive condition, easily impressed. Moreover, it is well known that exertions required of hypnotic subjects are nervously very exhausting, so much so that headache frequently follows.

MHR is that similar to migraine? Do we put ourselves in a sort of trance / fugue by worrying? With the same after-effects as any other induced trance state? Freud's migraines !

If person believes you can 'mesmerize' them, and that you are intending to i.e actively doing it, nothing you say or do will stop them beng 'mesmerized' e.g falling into trance...it is their imagination...their belief...that produces the effects...whatever they are...e.g if first time you put them under so they could get some sleep / stop coughing...if they so believe, any time after that they met you, they might imagine you were capable of, and actively, repeating the 'therapy', and fall asleep simply on seeing you... Dr. Hart notes that in reality mesmerism is self-produced, and the will of the operator, even when exercised directly against it, has no effect if the subject believes that the will is being operated in favor of it.

"So long as the person operated on believed that my will was that she should sleep, sleep followed. The most energetic willing in my internal consciousness that there should be no sleep, failed to prevent it, where the usual physical methods of hypnotization, stillness, repose, a fixed gaze, or the verbal expression of an order to sleep, were employed.

Patients have been injured by the misuse of every remedial agent ever employed for the relief of man. Every article we eat, if wrongly prepared, if stale, or if too much is taken, will be harmful. Every act, every duty of our lives, may, if overdone, become an injury.

Even persons who are not wholly under hypnotic influence may have an arm or a leg, or any smaller part rendered insensible by suggestion, so that no pain will be felt. This has suggested the use of hypnotism in surgery in the place of chloroform, ether, etc

By 1860 some of the medical profession hoped that hypnotism might come into general use for producing insensibility during surgical operations. Dr. Guérineau in Paris recorded his own successful thigh amputation using hypnotherapy. The patient commenting: 'I was aware of all that was being done to me, and the proof is that I knew my thigh was cut off at the moment when you asked me if I felt any pain.'" But a considerable time and a good deal of preparation were necessary to induce the patients to sleep, and medical men had recourse to a more rapid and certain method; that is, chloroform, in the year 1860

One of the most detailed cases of successful use of hypnotism as an anaesthetic was presented to the Hypnotic Congress which met in 1889, by Dr. Fort, professor of anatomy:

"On the 21st of October, 1887, a young Italian tradesman, aged twenty, Jean M--. came to me and asked me to take off a wen he had on his forehead, a little above the right eyebrow. The tumor was about the size of a walnut.

"I was reluctant to make use of chloroform, although the patient wished it, and I tried a short hypnotic experiment. Finding that my patient was easily hypnotizable, I promised to extract the tumor in a painless manner and without the use of chloroform.

"The next day I placed him in a chair and induced sleep, by a fixed gaze, in less than a minute. Two Italian physicians, Drs. Triani and Colombo who were present during the operation, declared that the subject lost all sensibility and that his muscles retained all the different positions in which they were put exactly as in the cataleptic state. The patient saw nothing, felt nothing, and heard nothing, his brain remaining in communication only with me.

"As soon as we had ascertained that the patient was completely under the influence of the hypnotic slumber, I said to him: 'You will sleep for a quarter of an hour,' knowing that the operation would not last longer than that; and he remained seated and perfectly motionless. 'I made a transversal incision two and a half inches long and removed the tumor, which I took out whole. I then pinched the blood vessels with a pair of Dr. Pean's hemostatic pincers, washed the wound and applied a dressing, without making a single ligature. The patient was still sleeping. To maintain the dressing in proper position, I fastened a bandage around his head. While going through the operation I said to the patient, 'Lower your head, raise your head, turn to the right, to the left,' etc., and he obeyed like an automaton. When everything was finished, I said to him, 'Now, wake up.' 'He then awoke, declared that he had felt nothing and did not suffer, and he went away on foot, as if nothing had been done to him. 'Five days after the dressing was removed and the cicatrix was found completely healed.

Hypnotism has been tried extensively for painless dentistry, but with many cases of failure, which got into the courts and thoroughly discredited the attempt except in very special cases.

Hypnotism has proven extremely useful in curing many disorders that are essentially nervous, especially such cases as those in which a patient has a fixed idea that something is the matter with him when he is not really affected. Cases of that description are often extremely obstinate, and entirely unaffected by the ordinary therapeutic means. Ordinary doctors abandon the cases in despair, but some person who understands "mental suggestion" (for instance, the Christian Science doctors) easily effects a cure.

The following is from a report by one of the physicians of the Charity hospital in Paris:

"Gabrielle C---- became a patient of mine toward the end of 1886. She entered the Charity hospital to be under treatment for some accident arising from pulmonary congestion, and while there was suddenly seized with violent attacks of hystero-epilepsy, which first contracted both legs, and finally reduced them to complete immobility. "She had been in this state of absolute immobility for seven months and I had vainly tried every therapeutic remedy usual in such cases. My intention was first to restore the general constitution of the subject, who was greatly weakened by her protracted stay in bed, and then, at the end of a certain time, to have recourse to hypnotism, and at the opportune moment suggest to her the idea of walking. "The patient was hypnotized every morning, and the first degree (that of lethargy), then the cataleptic, and finally the somnambulistic states were produced. After a certain period of somnambulism she began to move, and unconsciously took a few steps across the ward. Soon after it was suggested--the locomotor powers having recovered their physical functions--that she should walk when awake. This she was able to do, and in some weeks the cure was complete. In this case, however, we had the ingenious idea of changing her personality at the moment when we induced her to walk. The patient fancied she was somebody else, and as such, and in this roundabout manner, we satisfactorily attained the object proposed."

Dr. Bernheim states:"The mode of suggestion should be varied and adapted to the special suggestibility of the subject. A simple word does not always suffice in impressing the idea upon the mind. It is sometimes necessary to reason, to prove, to convince; in some cases to affirm decidedly, in others to insinuate gently; the subject thinks, reasons, discusses, accepts more readily than in the waking condition, but does not always accept..."

The habit of the excessive use of alcoholic drinks, morphine, tobacco, or the like, may often be decidedly helped by hypnotism, *if* the patient wants to be helped. The operator hypnotizes the subject, and when he is in deep sleep suggests that on awaking he will feel a deep disgust for the article he is in the habit of taking, and if he takes it will be affected by nausea, or other unpleasant symptoms. In most cases the suggested result takes place, provided the subject can be hypnotized at all; but unless the patient is himself anxious to break the habit fixed upon him, the unpleasant effects soon wear off and he is as bad as ever.

Dr. Cocke treated a large number of cases, which he reports in detail in his book on hypnotism. In a fair proportion of the cases he was successful; in some cases completely so. In other cases he failed entirely, owing to lack of moral stamina in the patient himself. His conclusions seem to be that hypnotism may be made a very effective aid to moral suasion, but after all, character is the chief force which throws off such habits once they are fixed. The morphine habit is usually the result of a doctor's prescription at some time, and it is practiced more or less involuntarily. Such cases are often materially helped by the proper suggestions. character is the deciding factor.

It is probable that a bird is fascinated to some extent by the steady gaze of a serpent's eyes, but fear will certainly paralyze a bird as effectively as hypnotism re: the charming of birds by snakes.

Horses are frequently managed by a steady gaze into their eyes. Dr. Moll states that a method of hypnotizing horses named after its inventor as Balassiren has been introduced into Austria by law for the shoeing of horses in the army.

Lafontaine, the magnetizer, some thirty years ago held public exhibitions in Paris in which he reduced cats, dogs, squirrels and lions to such complete insensibility that they felt neither pricks nor blows.

Moses / Aaron's biblical 'miracle explained: The Harvys or Psylles of Egypt impart to the ringed snake the appearance of a stick by pressure on the head, which induces a species of tetanus, says E. W. Lane.

Professor William James of Harvard College, reports the following experiments:

"Make a stroke on a paper or blackboard, and tell the subject it is not there, and he will see nothing but the clean paper or board. Next, he not looking, surround the original stroke with other strokes exactly like it, and ask him what he sees. He will point out one by one the new strokes and omit the original one every time, no matter how numerous the next strokes may be, or in what order they are arranged. Similarly, if the original single line, to which he is blind, be doubled by a prism of sixteen degrees placed before one of his eyes (both being kept open), he will say that he now sees one

stroke, and point in the direction in which lies the image seen through the prism.

"Another experiment proves that he must see it in order to ignore it.

Make a red cross, invisible to the hypnotic subject, on a sheet of white paper, and yet cause him to look fixedly at a dot on the paper on or near the red cross; he will on transferring his eye to the blank sheet, see a bluish-green after image of the cross. This proves that it has impressed his sensibility. He has felt but not perceived it. He had actually ignored it; refused to recognize it, as it were."

Extending limits / overcoming habits / limiting beliefs...broadening mental sets...

Creativity comes from practising 'divergent thinking'...Vs convergent thinking...i.e fractal branching Vs funnel MHR...go beyond normal ways of thinking...

Change frame of reference e.g treat each hole of golf as the first...so no extra pressure...focus on each as individual hole...and pretend you are alone, playing for fun...

Eliminate the past (go back on your timeline) and change the future (imagine already having what you want, and implanting that on your timeline in the future)...

Statistically harder to make each successive bulls-eye in shooting...so pretend each shot is the first...gain focus on the present by focusing on body, from feet up, ensuring feet, then knees, then legs etc comfortable, right up to finger, ...focusing on sensations in the body in the here and now brings you to, and keeps you, here, now... trust sub-conscious to know when to pull trigger, as rifle moves around target...

'When you go to X, you will see something very exciting'...in trance...sets up the expectation of seeing something exciting, in X, and of course this motivates you to keep your eyes open, to look about you, and of course then you are bound to see interesting things you'd normal overlook when you were 'bored' and 'hated X' ...and so never LOOKED for anything exciting in X... self-fulfilling prophecy / positive expectations motivate ...client said she 'hated' X...so move from kinesthetic (emotional feeling) to visual representation system also de-

potentiated the hate, and let her escape it, i.e not trying to directly compete with an emotion, this would produce resistance...so used the visual representation system as a 'bridge' from one emotion, 'hate', to another emotion, 'curiosity', thus doing as Buddha suggested, REPLACING one emotion with another, rather than trying to fight it, which would strengthen it as resistance training strengthens muscles etc...people get more stubborn etc when directly challenge...deny etc...

The basic method of helping a person out of a fixed mental set. The first step is to confuse the subject. The second step, during this confused period, is to give the subject has an experience of success. Thus the old set is replaced/discplaced with a new one, without encountering the resistance you get when you try to resist an old mental set e.g denial, distortion, rejection, loss of face etc...very Buddha-like...displace / replace Vs try to dismiss, leaving a void, or resist / challenge directly.

Classic Zen is to confuse with a Koan, or whack of the stick...why did you do that? ... breaking the fixed mental set / habitual framework / habitual internal noise ... opening the Bardot / opportunity of NOW...

Erickson, to prove that man could walk over ice same as any normal pavement, had to first cover his eyes so he couldn't see WHEN he was walking on ice, or when on pavement, so could not have his limiting mental set / habitual stimulus-response, triggered by the ice...so he walked over ice unknowingly, allowing Erickson to prove the point, without arguing / producing any resistance...e.g previous history of falls on ice produce anxiety, tenseness, that result in the falls...(but then why did he fall before, when hadn't expected it?)...anyway, perhaps bad example, but good point...

Most people, having been harmlessly been lead around by someone blindfolded, with no bad experiences, having become confident of their guide etc, could easily be led to walk across a wooden beam between two highrise windows...whereas if they had known, they would likely have stumbled, fallen etc...

In Sufi tales or Zen stories, the recipient of the knowledge of the healer must be in a state of readiness to receive. The supplicant comes to the master but is refused entry until "the vehicle is ready to receive the riches of the teaching."

Erickson often told long stories, during which phrases like "There is something that you know but don't know that you know. When you know what it is that you don't know you know, then you will be able to ... e.g keep a dry bed, stop smoking, stop that nervous tick, enjoy sex, enjoy moderate eating, lose weight / gain weight..." would occur ... puzzling and intriguing the client / especially their subconscious...this stimulates the sub-conscious into beginning a search for the suggested piece of knowledge...an 'inner search'...for the resources necessary for a resolution of the symptom / problem ... a solution...and by delaying gratification, Erickson builds up curiosity / attention / interest, the exact 'state of readiness to receive' that the Zen teacher seeks to produce in their student...'the readiness is all'...they are then in a state of readiness to receive...to value the wisdom / insight offered...

That laughter is associated with relaxation is indicated by a temporary relaxation of bladder control i.e 'I pee'd myself I laughed so hard' ?

He told a girl with a long history of untreatable bedwetting that he could not cure her. "But you already know something but you don't know that you know it. As soon as you find out what it is that you already know and don't know that you know, you can begin having a dry bed."

Then I told her, "I am going to ask you a very simple question

11OVERCOMING HABITUAL LIMITATIONS

and I want a very simple answer. Now, here's the question. If you were sitting in the bathroom, urinating, and a strange man poked his head in the doorway, what would you do?" "I'd freeze!" "That's right. You'd freeze—and stop urinating. Now, you know what you already knew, but didn't know that you already knew it. Namely, that you can stop urinating at any time for any stimulus you choose. You really don't need a strange man poking his head in the bathroom. Just the idea of it is enough. You'll stop. You'll freeze. And when he goes away you will start urinat

ing.

"Now, having a dry bed is a very difficult job. You might have your first dry bed in two weeks. And there has to be a lot of practice, starting and stopping. Some days you may forget to practice starting and stopping. That's all right. Your body will be good to you. It will always give you

further opportunities. And some days you may be too busy to practice starting and stopping, but that's all right. Your body will always give you opportunities to start and stop. It would surprise me very much if you had a permanently dry bed within three months. It would also surprise me if you didn't have a permanently dry bed within six months. And the first dry bed will be much easier than two dry beds in succession. And three dry beds in succession is much harder. And four dry beds in succession is still harder. After that it gets easier. You can have five, six, seven, a whole week of dry beds. And then you can know that you can have one week of dry beds and another

week of dry beds." I took my time with the girl. I had nothing else to do. I spent an hour and a half with her and dismissed her. About two weeks later she brought in this present for me—the first present she had ever given with the knowledge that she had had a dry bed (it was a knitted purple cow). I value that present. And six months later she was staying overnight at friends', relatives', at slumber parties. All of you have had the experience of being interrupted and shutting off a stream of urine very suddenly. Everybody has that experience—and she had forgotten it. All I did was remind her of something she already knew but didn't know she knew it.

All of us have our individual language, and that when you listen to a patient, you should listen knowing that he is speaking an alien language and that you should not try to understand in terms of your language. Understand the patient in his language...i.e Zen listening...MHR basics...

Erickson would almost always introduce his stories with a comment such as "You will be especially interested in this story, X "

Erickson uses the bedwetting story to teach listeners the lesson that we do not come to control our symptoms by willpower, but by discovering which stimuli are necessary to induce ourselves to "start and stop." Then we must take the opportunities to practice "starting and stopping" the symptoms i.e which is what Bandler did with his NLP ... finding out how clients / we started / produced the symptom in the first place, then using the same method to replace the symptom with a desirable condition...the symptom is often a limiting belief that we can replace with a generative belief...a positive one...a productive one...a welcome one...in the same way we produced the negative, limiting, dysfunctional one...belief or symptom...reflexive beliefs and symptoms...if phobia / belief produced

quickly, so will the replacement / positive belief / condition...Bandler asked people how they got themselves into a panic...what process / procedure / steps they experienced...had to get people to attend to this, to be able to analyze, break down the steps...some people volunteered such information, which gave Bandler the idea, along with his modelling of Erickson's process...to realise that we DID start the process, and have different past successful examples / experiences of having also STOPPED such processes..

Erickson added some extra sentences that make this second point even clearer. "All she needed to know was that she could stop her urination at any time, with the right stimulus." And, "We grow up thinking that we have got to finish. That isn't true, that we must continue until we are finished." I have found this attitude to be a great help in accomplishing such tasks as writing. The coercive feeling that we must finish can easily block spontaneity and creativity. A far more effective way of getting something done is by "starting and stopping," according to one's inner rhythm. I have found this story to be effective in helping patients overcome blockages, such as writer's block.

So much of our learning is based upon limited instructions that bar us from our own development of our understanding—and we get into patterns of being limited. We are told to 'do it this way'. Only this way. Think this way. This is the official history of...etc MHR

Many client's won't express their inhibitions / phobias...so need to observe while 'auditing' for reactions, then get them to break these prohibitions, and learn for themselves that they can 'the world won't end if I ...'...

His prime method of helping someone break prohibitions, to extend her world experiences, to extend her possibilities, to extend her limits, to escape narrow, limiting beliefs, to build the ability to live independently and self-sufficiently is to induce person to put themselves into new situations. In these new situations they learn, from her own experience, not from the dictates of others, what their limitations actually are. E.g rather than threatening god will punish you for X, try X in controlled situations where no harm can come to you e.g get drunk at home...then hangover will give you feedback on whether you want to repeat that or not...most people, like myself, don't become alcoholics or regular users of anything, just because we 'tried' it once or a few times...

n.B that Erickson suggest they act in ways that break their expressed or his observed limits / limiting beliefs / inhibitions that ruin their lives etc, while in trance...when they are more amenable to suggestion...bypassing conscious resistance to such suggestions ... they don't argue while in trance...don't resist... MHR assuming it is something they really WANT to try, but don't have the courage etc to do normally...they will NEVER do ANYTHING suggested if they do not WANT to, whether they consciously realise they want to or not...not in REALITY i.e may 'act out' murder with cardboard 'knife', but won't with REAL one, unless SURE someone there will stop them harming self or others !!!

All elements of Erickson's stories served a therapeutic purpose...e.g even speaking about the 'expansion of rice or beans when cooking' is 'expansion of limits / growth'...'surprising', had to add more water, buy more pans...i.e this story here: 'A young woman came to see me. She was brought up to believe that theaters are places where young girls are seduced and places of sin. She would not go into a drugstore, because they sold tobacco there and the Lord might strike her to the ground if she was in a place that dispensed tobacco. And she wouldn't drink wine or cider or any alcoholic beverage, because, if she did, God would strike her dead. God would strike her dead if she went to the theater; he'd strike her dead if she smoked a cigarette. I inquired about her employment. She worked for a doctor who belonged to her church. He paid her \$100 a month. The average salary at that time was \$270 a month. She had worked for him for ten years and she was still getting just \$100 a month. And her typewriting speed was no higher than twenty-five words a minute. She lived at home with her parents, who guarded their daughter very carefully—against sin. It took her an hour to get to work, eight hours of work, sometimes overtime without pay. It took her another hour to get home. And she worked six days a week. She went to church on Sunday—all day long. It was a very rigid and limited family. When the girl left my office after the first interview, my wife, who seldom comments on patients, said, "Who was that thing that the cat dragged in?" I said, "Just a patient of mine." So I talked to the girl and I persuaded her that life is full of pitfalls and death comes to all and if it was God's plan for her to die at a certain time, I was certain that she would not die of smoking cigarettes, unless God was ready to receive her. I got her to smoke a cigarette. She coughed a lot and God did not strike her dead! He really didn't! That surprised her. Then I suggested that she go to the theater. It took a couple of weeks to build up her courage. She told me, very earnestly, "God will strike me dead if I go to a house of sin." I told her that if God did not strike her dead it would be

because it was not her time to die and that I had great doubts about it being her time to die. Would she please come and tell what movie she had seen? She returned after seeing *The Lady and the Tramp*. I didn't pick out that movie. She said, "The church must be wrong. There wasn't a thing bad in that movie. There weren't any corrupting men despoiling young girls. I think the movie was entertaining." I said, "I think the church has given you a false idea about movies. I don't think the church did it intentionally. I think the church did it out of ignorance." And she found other movies interesting—especially musicals. Then one day I told her, "I think you've improved enough to take a drink of whiskey." She said, "God will surely strike me dead." I said, "I have doubts about it. He didn't strike you dead when you went to the theater or when you smoked a cigarette. Let's see if he strikes you dead if you take a drink of whiskey." She took a drink of whiskey and waited and waited and God didn't strike her dead. Then she said, "I think I've got to make some changes in my life. I think I had better move out of my parents' home and get an apartment of my own." I said, "And you need to get a better job. You need to learn how to type. And move into an apartment of your own. You can't afford it, so feel free to ask your parents to pay for the apartment. And do your own cooking and rent a typewriter. As soon as you awaken in the morning you rush to the typewriter, the very first thing, and type, 'This is a beautiful day in June.' Then you go to the bathroom, brush your teeth, and type another brief sentence, typing full speed for each sentence. Make each sentence very short. Then start dressing. Halfway through dressing, type another sentence. When you finish dressing, type another short sentence. Start getting your breakfast ready and type another short sentence. Sit down to eat, and halfway through breakfast get up and type a short sentence—always typing at top speed. You can do that interrupted practice, always at full speed, and you will learn to type at a much more rapid rate." In three months time she was up to a speed of eighty words a minute. As for her cooking, she said, "I thought I'd make some rice and I figured I could heat a cup of rice, I put it in a pan with water. Then I had to get another pan because the cup of rice filled that big pan. And I had to get a couple of other pans. I didn't know rice swelled like that." I said, "There's a lot of things to learn about cooking." I had her bake some beans. She measured that cup of beans very carefully and they swelled into an enormous quantity. She eventually became a good cook and she resigned from her church and told her parents, "I'll come to visit you now and then. I've got a good job now. It's \$270 a month and I only have to walk eight blocks to get to my job." Then she came to me and about that time Mrs. Erickson said to me, "Milton, do you specialize in beautiful blonds?" I said, "The

cat dragged in that last one." Because that girl turned out to be very pretty. She took music lessons and enjoyed her work, Then she came to me after some months and said, "Dr. Erickson, I want to get drunk and I want to know how to do it." I said, "The best way of getting drunk is to give me a promise that you will not use the telephone, that you will lock your door and not unlock it, and that you will remain in your apartment.

Get a bottle of wine and enjoy drinking it, sip by sip, until you have got the entire bottle drunk." She came to me within the next few days and said, "I'm glad you made me promise not to use the phone, because I wanted to call up all my friends and invite them to conic over and get drunk with me. And that would have been terrible. And I wanted to go out into the street and sing. And I promised you that I would lock the door and wouldn't unlock it. I'm so glad you made me promise. You know, getting drunk was fun, but I had a bad headache the next morning. I don't think I want to get drunk again." I said, "For the joy of getting drunk you have to pay a bill, and that is a headache—a hangover. And you are at liberty to have as many hangovers as you want." She said, "I don't want any more hangovers." She later got married. Now I've lost track of her. I think it's very important to take the patient seriously and meet his wishes. Not to exercise cold, hard judgment. And recognize that people need to learn things, that you really aren't competent to teach them all the things they need. That they can learn a lot on their own. And that she certainly did. And they are usually marvelously polite in a trance.

A woman came to see me and she said, "I weigh 180 pounds. I've dieted successfully under doctors' orders hundreds of times. She said she wanted to weigh 130 pounds and she didn't care what I did, I told her she'd find it rather painful. She said, "I'll do anything you say." I said, "All right, I want an absolute promise from you that you will follow my advice exactly." She gave me the promise very readily and I put her into a trance. I explained to her again that she wouldn't like my method of reducing her weight and would she promise me, absolutely, that she would follow my advice? She gave me that promise. Then I told her, "Let both your unconscious mind and your conscious mind listen. Here's the way you go about it. Your present weight is now 180 pounds. I want you to gain twenty pounds and when you weigh 200 pounds, on my scale, you may start reducing." She literally begged me, on her knees, to be released from her promise. And every ounce she gained she became more and more insistent on being allowed to start reducing. She was markedly distressed when she weighed 190 pounds. When she was 190 she begged and implored to be released

from her own promise. At 199 she said that was close enough to 200 pounds and I insisted on 200 pounds. When she reached 200 pounds she was very happy that she could begin to reduce. And when she got to 130 she said, "I'm never going to gain again." Her pattern had been to reduce and gain. I reversed the pattern and made her gain and reduce. And she was very happy with the final results and maintained that weight.

For this patient, the gaming of weight is no longer either rebellion or an expression of something she wants to do. It has become something she has been coerced into doing. Therefore, just as she had previously resented having to lose weight, she now resents having to gain weight.

This method of reversing patterns or looking at things in a reverse way is one of Erickson's favorite approaches for changing mental sets. He liked to show patients a book called *Topsys & Turvys*, by Peter Newell, in which the stories and the illustrations change meaning when the book is turned upside down.

If a pattern can be changed, even in some small way, there is the possibility for further change. As we have seen many times, this is one of Erickson's basic approaches in therapy—to initiate a small change. What became popularized as 'baby steps'. E.g direct a patient who starves and binges, to allocate one day each few weeks to gorging...so stay with pattern...and have something to look forward to...once have broken the complete cycle / pattern, person is free of it...and can then move onto what they REALLY want i.e freedom from bingeing and starving per se..

Erickson often refused patients who clearly did not really WANT to quit e.g overeating, drinking etc...

Mirror and lead e.g I want a divorce, so help them, while going through all the details that would make a divorce really a pain in the arse, and directing them to have a romantic dinner and stay in a nice hotel the night before going to the lawyers...i.e lead them to reconciliation, carrots and sticks...remind of what good, what costs will be etc...and give them a 'directive' they have to follow, which puts them together in a positive situation i.e recreate their romance / love / attraction...remind what good ...

People will 'resist' a direction to NOT do what doing, or to do what NOT doing...so get them to do something else that naturally leads to doing / not

doing target action / behavior e.g move muscle in face moves muscle in chest...leads to moving arms... i.e there was something stopping that, so don't try to force it...will only produce resistance...go around the problem...address it indirectly...to avoid that resistance...

Cure claustrophobia in tiny steps i.e stand in cupboard with door totally open, then merely IMAGINE it being 1cm closed...then actually move door 1cm, etc, until fully closed...with hand on knob, then just touching, then simply in closed closet, with no symptoms

Begin with IMAGINING the thing, while in a TRANCE state, and THEN later imagining in normal state, then move onto being able to deal with THAT...then move onto the real thing...

Reframing is changing the meaning of the same situation i.e the definition of the situation, without having to change anything about the facts i.e spin-doctoring is prime case...and Work camps being reframed as 'death camps'. ...

Possible 'suggestion' i.e post-hypnotic of becoming a 'big girl' meaning independence etc i.e growing up...so when leave home suddenly literally become a 'big girl' i.e put on weight...MHR could some anorexia be wish to remain a child? To avoid 'growing up' and 'getting big'? Becoming 'their parents'?

Erickson turned unconscious eating, drinking, smoking into conscious acts, by requiring his client to buy food, drinks, and cigarettes, one at a time...and at a different location each time...so each time he wanted a smoke, he had to deliberately walk to a shop to buy one...giving him back voluntary control of his habits...leading to a 'cure' in his overeating, overdrinking, etc...

Erickson reframed bodily functions as miracles of god's work e.g sphincter allows you to pass ONLY wind i.e fart...so farting is really a miracle of god's creation...a wonder of engineering...turning farting from embarrassing to a celebration of god's work (done in private, in celebratory mood!)

"You also ought to learn that it's not what you do, it's not what you say, but what the patient does, what the patient understands. "

Reframe X as Y, e.g a 'scar' as a symbol of bravery i.e classic example

When Erickson says to the young woman, "You have a little psoriasis and a lot of emotions," he is equating the psoriasis and the emotions, suggesting that the more emotion, the less psoriasis and the more psoriasis, the less emotion. He then gives her the opportunity to direct her emotions toward him. When she got mad at him and stayed mad at him for two weeks, her psoriasis lessened. She had a lot of emotions and a little psoriasis. Thus Erickson prepares his patients to find a new frame of reference by challenging them, confusing them, or stirring up unpleasant emotions. The reframing is done in harmony with a person's own mental sets and beliefs. MHR the symptoms disappeared when they were given a different representation system to express themselves in, though both kinesthetic, so no resistance i.e anger is emotion, psoriasis is still in kinesthetic representation system / domain...THIS is what intrigues me most i.e possibility of telling kinesthetic 'pain' to express itself as a color or sound e.g ringing in ears, haemorrhoids, migraines, back pain, headaches, neck tension...all representations of 'frustration' ... so I guess you move within one representation system first i.e reduce pain, localize, then maybe 'scream it out in rage' and then can maybe make it an energetic color like red, then color grade down to green, blue, purple, lilac...then maybe tune it to high pitch ringing, down to gentle low frequency, soothing pulse, unrecognizable from your pulse...but maybe THIS is how you get high / low blood pressure??? ...

The psoriasis patient realizes that she was angry. MHR the symptoms were a relaxation of repressed anger, which once released / expressed, didn't need to express itself in that form...She confirms for herself that Erickson was right and she did have a lot of emotion. On an unconscious level, then, the connection was made that he must be right about the other half of his declaration—that is, she had only one-third of the psoriasis that she thought she had. Her body proceeded to demonstrate this to her by losing most of its rash.

NOT A SINGLE ERECTION

I try to tailor therapy to the individual patient. Now, a doctor came to me and said, "I had intercourse the first time in a bawdy house. The

experience disgusted me. So much so that in the twenty years that have gone by I have not had a single erection. I have hired women at all levels and paid them big money and told them, 'Make me get an erection.' And they've all failed. "Now I've found a girl I want to marry. I tried to go to bed with her. She's very kind and solicitous, but I can't get an erection." I said, "Let the girl talk to me and it'll be a private talk between the girl and me and then I'll talk to the two of you together." I told the girl, "Go to bed with him every night, but be a thoroughly cold woman. Don't permit him to touch your breasts, touch your body in any way at all. Just forbid it. And it's very important you obey these instructions." I called the doctor in and said, "I told Mildred that she's to go to bed with you every night. I told her to reject any attempt at kissing, touching of her breasts, her genitals, her body. She's to be totally rejecting of you. And I want that to take place for three months. Then you come in and discuss the situation with me." Early in March he lost control of himself and "raped" her. Now, Mildred was a very beautiful woman with a beautiful figure. And when he was confronted by the impossibility derived from Mildred, not from him, it changed the frame of reference. Mildred was making intercourse impossible; he wasn't. MHR maybe all about 'conquest' i.e all the women he'd been with had said Yes, as he'd paid them to...like in that movie / t.v show with the musician who could get any woman, but only one he couldn't have turned him on...i.e when she pretended he could NOT have her...e.g 'taboo' sex is hottest...part of sexual 'attraction' is rarity...so ALL relations that become 'routine' lose their passion...see T vol I for more...

If someone e.g a child, consciously or non-consciously doing something to irritate her parents, siblings, teachers etc, as a form of hostility, to express her hostility, communicate it... e.g thumb sucking was case study, then 'order' the child to do this thing...so it loses its appeal ... it stops being 'rebellion' and becomes 'conformity to the wishes of an authority figure'...and the child will lose interest in it ... or if it is just bad habit, re-direct it into a conscious expression of hostility to be employed selectively, to best effect, rather than wasted on everyone...and not just the choice targets...so it comes under the control now of the conscious mind, and loses its irrational nature ... the motive is now conscious, and available to criticism...and soon appears less ideal / optimal, given all the other ways the same ends could be achieved...MHR

in many of Erickson's stories about the treatment of children, he begins with "I sent the parents out of the room and I talked with the child." On one level, he is respecting the child as an individual, away from his parents. On another level, he is talking to the child in all of us. The parents, who often represent coercion, impatience, and lack of acceptance, are banished. They must not interfere with the therapy. On this level, Erickson is telling us to put aside the demands of our own overly stringent superego, our overly strict "shoulds," and allow the potential of the child to emerge and develop. He may be telling us not to bury our childish impulses—our spontaneity, our curiosity, our impetuosity, our explosiveness, and so on—but to channel these impulses or direct them "intelligently." When, like this girl, we can see the connection between what we are doing and the response of others (e.g., their annoyance), we may decide to stop that particular type of behavior. This type of "symptom prescription" might also be considered an application of Alfred Adler's dictum about therapy. Adler once said, "Therapy is like spitting in someone's soup. They can continue to eat it, but they can't enjoy it." By making the thumb sucking obligatory, Erickson "spat in this girl's soup."

MHR remember Erickson's tales were meant for the therapist i.e. told to groups of people, as metaphors, that could speak directly and indirectly to the subconscious ... the messages bypassing any resistance...a message...the 'moral' to the story...giving therapists more options / choices / generative methods / resources ... challenging some basic assumptions and 'mistakes' therapists tend to make...

Erickson is also pointing out that even though the hypnosis may not work, the therapy might. That is, the patient may go home and complete the work in a dream. After having been told this story, an internalizing patient may go home and dream that he is in a trance. They will come and tell you the next day, "I dreamed a solution to that problem." Therapy is primarily a motivation of the unconscious to make use of all its many and varied learnings.

He emphasizes the importance of not trying to understand experience while it is occurring. This principle applies, of course, to all experiencing, not only to hypnotic experiencing. If one wants to understand experiences it is best that the examining, reviewing, and analyzing be left to a later time, when one has achieved some distance from the experience. Most hypnotic subjects want to understand as they experience. Keep the experience separate. Just let things happen. Focus on what is happening,

here, now, and do NOT attempt to analyse it...let it be...it will take its own course...allow your subconscious to employ / engage / begin its resources, and give it time...it will happen...often 'out of the blue'...the insight...the changes...

I have no intention of dying. In fact, that will be the last thing I do!

The day you are born is the day you start dying.

We generally have more knowledge of what is going on than we allow ourselves to know, even under anesthesia.

ZEN is about 'seeing things as if for the first time' i.e making no assumptions / violence of language...we stop actually looking...only 'seeing' what we expect to see / what we were 'told' to see / and only the things we were told were 'interesting' and 'worthy of our attention' i.e we wear a pair of 'social reality goggles' which exclude all the things we were not 'told' i.e conditioned, to attend to...we got rewards and punishments for noticing and ignoring particular aspects of 'reality'...not to see the animal's pain / misery / suffering...nor that of 'the enemy'...etc...if you leave a child alone to form their own opinions, they are likely to challenge those of authority / social reality...so you need to get 'em young, and condition them...ZEN is about breaking out of that 'social reality'...letting reality speak to you, directly, with no filters...so you actually SEE, often for the first time, the phenomena around you...like a child...free of 'idolatry' i.e 'fixed definitions' of 'reality'...

Every magician will tell you, "Don't let children too near or they will see through the trick." Adults have closed minds. They think they are watching everything. They aren't watching. They have got **a routine way of looking**.

When a six-month-old baby who is being fed Pablum looks at its mother's face and the mother is thinking, "That horrible stuff —it just stinks," the baby reads the headlines on mother's face and spits it out. All you have to do is watch small children study mother's face or father's face. They know just when to stop short of receiving a rebuke. And know just how many times to ask for candy and get it. No matter how many "nos" they receive. They can hear the weakening of the "no." They know when the "no" is very weak, and an urgent request for candy yields a "yes."

We were influenced by our parents' attitudes and tastes at a time when we were in no position to test them for ourselves. This type of influence is instrumental not only in determining our habits, values, and tastes, but also, unfortunately, in our adoption of parents' fears, prejudices, and phobias.

Being paralyzed after graduating from high school hasn't interfered with me at all. And I couldn't move any part of my body except my eyeballs. I learned body language.

A heliotropic tree! By the sunflower you can tell the time of day."

A flower-bed clock? My grandmother had a flower-bed clock. Morning glories opened in the morning, certain other flowers opened at seven o'clock, others at eight, others at nine, others at ten, others at noon. And there were the evening primroses, for example. The night-blooming cereus opens at about ten-thirty or eleven o'clock at night.

Erickson noted that a 'beautiful woman' 'directly' brushed lint off her dress...not making the usual 'manoeuvre' to go around breasts, which E has observed his daughter began doing at the very first signs of developing breasts...so he realised he was the right therapist for this client, who had tried everyone, as 'she' was really a 'he'. i.e ZEN observant !

"Does your husband know about your love affair?" She said, "No, but how did you?" I said, "Your body language told me." Her ankles were crossed. I can't do it. Her right leg was crossed over the left one and the foot tucked around the ankle. She was completely locked up. In my experience, every married woman who is having an affair who does not want it known always locks herself up that way.

People have the right to choose to keep a symptom if losing the symptom might involve greater pain and discomfort.

Fortune-tellers, mind readers etc have learned to observe and interpret minimal body movements, including those of the lips, neck (around the vocal chords), and face. This is often referred to as 'sub-vocal speech', the muscles tense and relax, as if speaking, and once you have sensitised yourself to this, accepted this fact, and learned to 'read' these muscle contractions, you can read them as distinctly as lip reading, and learn to read the 'involuntary' micro-gestures people make in response to your

comments. One need not resort to "supernatural" explanations. The "magician" has simply trained himself to observe / has become tuned into, the "minima] sensory cues" that most of us ignore.

You can do the same with other senses, such as touch. A person was well known for his 'magical' powers. He would tell someone to hide a pin anywhere in the building. Then he would walk around with hand contact and he would read that person's mind, he said. So E repeated the 'trick' to show how it worked. "Why don't you hide a pin anywhere on campus? Then we'll hold hands and walk around the campus and I'll find the pin." I found the pin on the second floor, stuck in the frame of a painting. All you do is hold hands, you walk along, and the person withdraws slightly when you get near the pin. So as soon as I found a minima] withdrawal as I approached certain steps, of course I went upstairs. When you reach the top of the stairs there is tension again. Which way to turn? You turn one way and the hands relax. You turn the other way and they tense. So you go around in a circle!

It is only necessary to look at things from a different angle or perspective, e.g light will reflect off apparently 'smooth' card surface, from the side, revealing 'stamped' impressions e.g card readers, that the audience, seated in front of the 'trickster', will never notice. A card 'counter' can memorise all the cards that have been dealt. A card 'reader' can find tiny flaws in each card and memorise which card has which fault...i.e remember each of the 52 cards in the deck by tiny flaws in each card others never notice / look for...could be smudge of fingerprint, grain of paper, imperfection in the laminate...if there is a pattern printed on the back, the edges of each card are often slightly different i.e a larger sheet was cut up into smaller cards, so the pattern is often not exactly the same on the back of each card... true ZEN skill...

E's favorite maxims, "Speak in the patient's language," and 'Join the patient." (Bandler never mentions this fact?)

The principle of initiating a small change and of gradually extending that change.

Erickson relies on the technique of "mirroring" the patients' behavior. In the first example, Erickson arranges for the delusion to be mirrored by another patient, who, conveniently, happens to suffer from the same delusion. In the second situation, Erickson himself mirrors the behavior,

by finding his own name on the page. This "mirroring" approach is utilized by Robert Lindner in his classic story "The /et/Propdled Couch." Erickson once told me that Lindner had been his student and had consulted with him before publishing his book *The Fifty-Minute Hour*, which contains this story. The story is about a therapist whose patient lived in delusional worlds. When the therapist belabors the patient with excited tales about his own "trips" and experiences in those worlds, when he joins the patient in his delusions, the patient assumes the therapist's role and tries to show him that the type of thinking in which they both had immersed themselves is indeed, delusional.

Hydrotherapy room, and had him lie in the continuous bathtub. That's a bathtub with a canvas hammock. Your body is greased with Vaseline; you lie down and a cover is put over the tub. Only your head remains above the cover. You are lying down in the bathtub, and water, at body temperature, flows continuously over your body. Now, when that happens to you, you go to sleep! There's nothing else you can do.

On Sunday night, Herbert went to bed. I had the attendant spread-eagle him so that he was tied down by the hands and the feet, and couldn't get out of bed. And I had given him his evening tube feeding with plenty of table salt in it, Herbert got thirsty during the night—very, very thirsty. When he was released, in the morning, he rushed to the water fountain, but the water was turned off. He rushed to the toilet, to drink out of the toilet bowl, but the water had been turned off. He rushed to the mess-hall door, pounded on the door and yelled at the attendant, "Open these doors! I gotta have that water! I've gotta have that milk!" He drank it. When I came on the ward, Herbert said, "You think you're smart. I said, "You told me that before, I agreed with you then and I agree with you now." Herbert drank milk and soup. But he held out that he could not swallow solid food. When he was up to 115 pounds I told Herbert, "Next week, you're going to swallow solid food." Herbert said, "You're a lot crazier than I ever thought. I can't swallow solid food." I said, "Next week you will." Now, how did I make him swallow solid food? I knew that Herbert had once been a small child. I knew / had been. I knew that all people were once small children and that they all had human nature. Erickson proved to Herbert that his concepts were incorrect. Erickson deals with one symptom at a time. He starts off in a relatively peripheral area, and once he makes a change in that symptom, he works toward more central symptoms. Each success is predicated on the fact that there was a previous success.

Erickson felt that shock and surprise were useful in breaking up rigid mental sets. The surprise did not have to be administered in a sophisticated way. During my first visit with him, in the middle of our conversation, he reached into a drawer and pulled out a small tricycle horn. He squeezed the ball three or four times —toot, toot, toot—and commented, "Surprise always helps." it contributed to the general atmosphere that enabled me to enter a hypnotic trance and to respond to his suggestions

The teacher in school manipulates you into learning to read and write. In fact, life is one big manipulation. I've been accused of manipulating patients. **Every communication must evoke responses and is, therefore, a manipulation.** We should not lose the playfulness and spontaneity of childhood.

MHR 'you tricked me' i.e you have to 'trick' people into looking at something from a p.o.v they would not otherwise have adopted...e.g seeing things from YOUR victim's point of view... from an 'opponent's' p.o.v...from 'outside the box', suspending disbelief / judgement / denial long enough to complete an argument and see who it potentially changes the context of your existing beliefs etc...

Erickson instructed therapists in ways of setting up stories. He said, "One thing I teach my students is this: Take a new book by an author who you know is good. Read the last chapter first. Speculate about the contents of the preceding chapter. Speculate in all possible directions. You will be wrong in a lot of your speculations. Read that chapter and then speculate on the previous chapter. You read a good book from the last chapter to the first, speculating all the way." Erickson stated that this was not only a good way to learn to set up a story, but it was also an effective way of learning how to speculate freely—in all directions. "And you break your pattern of rigid thinking. It is extremely useful."

It's when you do the unexpected thing that you cause a lot of rearrangement in a person's thinking. MHR like me showing concern for a group of guys intent on beating us up when we got off the train, showing no concern for THAT, but giving advice about the damage they were doing to their finger joints by cracking their knuckles...they ultimately did NOT get off the train as they threatened...The unexpected can always derail a train or thought, a trend of behavior, and you ought to use it. MHR responding to someone who dominates the interaction with non-sequiturs e.g 'Yes, I think pigs are funny too' ??? WTF??? Totally

random stuff, that stops them in their tracks...opens up a Bardot of opportunity...

In medical school, when I was an intern, whenever a professor wanted to reprimand me, I always came up with an idiotic irrelevant question or statement—and derailed them. In the summer time a professor began: "Erickson, I don't like . . ." "I don't like the snow either," I said. Then he would say, "What are you talking about?" I said, "The snow." "What snow?" "The marvelous wonder—that no two snowflakes are the same," I think therapists ought to have ready, at any time, some irrelevant remarks. Then when patients sit down, saying a whole chapter that is irrelevant, get them off that conversational track. Derail them by some irrelevant remark. For example, "I know what you are thinking. I like trains too."

Erickson always made certain that he, not the patient, controlled the therapeutic sessions, Karen Horney once said, "Patients enter therapy, not to cure their neuroses, but to perfect them." If patients are to determine what happens in a therapeutic session, almost all of them will unconsciously do whatever is necessary to prevent real therapeutic change. Therefore, when the patient is on a useless track, it is important that the therapist derail him and direct him to a more fruitful one.

Erickson was supremely confident that patients would do what he asked. He was also confident that his therapy would succeed. This confidence was not based on wishful thinking, but on years of experience, careful observation, and painstaking preparation.

Reframe an observation task e.g sort apples for size and defects to get them to pay attention to task..reframe psychiatry as and interrogation / mystery novel etc i.e more in line with the interests of your interlocutor...find out what interests / turns them on, and frame your communication using analogy / metaphor / comparison / allusion / figures of speech from their interest area...using their preferred representation system...

Representation the way we encode our experiences of the 'external' world in our brains / minds...to produce our own internal 'reality' / model / map of it... some people 'navigate' the world more by sounds, others by vision, others by feel. The blind and deaf navigate by feel. The blind by sound and feel. Bats and dolphins have in-built 'radar'. They can make sounds, then using the reflections those sounds make off objects, actually

form an idea of where the object is, if it is moving, how fast, what direction, and make out a basic outline of it. We are all 'tuned into' different impressions. Two people will thus experience the same 'objective' thing differently. One person will come back from a party raving about the music, another about the great food, another about the lovely house it was held in. Some people remember the sounds, others the smells, others the sights, of the party. Some remember only how they 'felt'. You may remember the feeling of that special someone's lips on yours, as you kissed in the kitchen.

Schopenhauer and Hume provided me with my initial full comprehension of how we tend to make a huge number of assumptions, every time we 'believe' something to be true. Most of these assumptions prove to be false, on closer examination. Of course the benefit of 'jumping to conclusions' is that it is fast. And it's better to be wrong when you 'run home after believing you heard / saw / smelt a tiger in the woods', and discover later that it was just a friendly dog, than it is to be wrong when you assumed that sound and movement was 'probably just a dog', only to become dinner for a family of tigers. Making assumptions, quickly, building models, jumping to conclusions, accepting what you are told by some 'authority', leaping to judgements based on 'hearsay' and 'assumptions', are all 'efficient' ways to increase your survival chances. But at some point, when the danger has passed, it makes sense to consider what you REALLY know. What was assumed. Whose opinion you took at face value, without analyzing to see if it was justified / valid. When the danger has passed. So of course ever liar, deceiver, manipulator, will try to make you feel 'in danger', 'at risk', at every moment, so that you never have a chance to pause, and consider, and think for yourself. You will always be jumping to your own, or someone else's, conclusions...fearful of some imagined / illusory threat...like 'hell', or 'gods' or 'terrorists', or 'enemies'...as long as you are held in the thrall of fear, you can never step back and evaluate the beliefs you have formed, and have been offered / often forced to accept, and at least behave as if you believed...and once you start behaving as if you believe, your mind will tend to rationalize that behavior, by actually BELIEVING ... and defending those beliefs...so strongly that you often end up denying the facts of reality around you...this is how most people live today...this is why the world still needs philosophers, more than ever...

"Never take an insult." By refusing to see the student's behavior as an insult, Erickson took him by surprise. Then accepted his 'blank book

review' as a real effort, pointing out that he hadn't signed it or dated it, and asking him to bring it back next lesson. Erickson was also demonstrating the "join the patient" principle i.e treating the insult as a real book review.

One day I got a call. "Ruth is on a binge again." I went to the ward. Ruth had torn the plaster off the walls. / tore off the bed clothes. I helped her destroy the bed. I helped her break windows. I had spoken to the hospital engineer before going to the ward; it was cold weather. Then I suggested, "Ruth, let's pull that steam register away from the wall and twist off the pipe." And so I sat down on the floor and we tugged away. We broke the register off the pipe. I looked around the room and said, "There's nothing more we can do here. Let's go to another room." And Ruth said, "Are you sure you ought to do this, Dr. Erickson?" I said, "Sure, it's fun, isn't it? I think it is." As we walked down the corridor to another room there was a nurse standing in the corridor. As we came abreast of her, I stepped over and ripped her uniform and her slip off so she stood in her panties and bra. And Ruth said, "Dr. Erickson, you shouldn't do a thing like that." She rushed into the room and got the torn bedsheets, and wrapped them around the nurse. She was a good girl after that. I really showed her what her behavior was like. Of course the nurse was an experienced nurse, and she enjoyed the episode as much as I did. All the nurses were horrified. All the rest of the staff was horrified at my behavior. Only the superintendent and I agreed that my behavior was right. Ruth got even with me by escaping from the hospital, getting pregnant, delivering the child, putting it up for adoption. Then she voluntarily came back to the hospital and was a very good patient. A couple of years later she asked to be discharged, went to work as a waitress, met a young man, married him, became pregnant. To my knowledge, that marriage was happy long enough for two children to be born. Ruth was a good mother and a good citizen. Often a patient can be shocked out of wrong behavior. That's true for the neurotics and for the psychotics.

Erickson often pointed out that it was important that the therapist direct the treatment. If he could not obtain obedience in at least one specific area, he would feel that there was no point in continuing treatment. E.G 'climb squaw peak' or 'hang up on people if speaking with them is stressful / frustrating / irritatin' i.e one for weight control therapy, other for severe stomach ulcers...which cleared up after the stress was 'obediently' reduced.

I spent one summer grubbing up brush on ten acres of land. My father plowed it that fall and replanted it, replowed it in the spring, and planted it into oats. And the oats grew very well and we hoped to get an excellent crop. Late that summer, on a Thursday evening, we went over to see how that crop was getting along, when we could harvest it. My father examined the individual oat stalks and said, "Boys, this is not going to be a bumper crop of thirty-three bushels per acre. It will be at least a hundred bushels per acre. And they will be ready to harvest next Monday." And we were walking along happily thinking about a thousand bushels of oats and what it meant to us financially. It started to sprinkle. It rained all night Thursday, all day Friday, all night Friday, all day Saturday, all night Saturday, all day Sunday, and in the early morning on Monday the rain ceased. When we were finally able to wade through the water to that back field, the field was totally flat; there weren't any upright oats. My father said, "I hope enough of the oats are ripe enough so that they will sprout. In that way we will have some green feed for the cattle this fall—and next year is another year." And that's really being oriented to the future, and very, very necessary in farming.

This theme—that tomorrow is another day, that the sun will rise again tomorrow, that no matter what happens it is not the end of the world, that no matter how flattened out you feel there's always the basis for some new growth and fresh beginnings—is a common one in the teaching tales. It's a great source of inspiration and it is certainly an effective antidote to self-pity.

Reframe any negative into a positive e.g spin doctoring e.g Homer and Bart not being elected class president i.e there are always pros and cons to ANY situation...which you focus on will determine your response to it e.g pleasure, pain, relief...are inherent in any situation / condition / outcome / circumstance...there is no pleasure that is pure and unalloyed by some pain, etc...if you focus on the things you like you don't have, you will feel unfortunate and thus unhappy...focus on the bad things you don't have, and you'll feel fortunate and thus happy...focus on what you've lost...or gained...what is better than before...worse than before...your failures...your successes...and you'RE a failure...you'RE a success...etc... but extremes of 'be grateful for blisters, it means your own shoes / have feet/ aren't locked in a cage where you can't walk etc...or for electricity bills which prove you have all these great appliances etc...

MHR humans are purposeful animals...we need a positive purpose / reason / motivation i.e to expect something good is in the future, waiting for us, if we do X, so we do X joyfully...it is satisfying, knowing X will bring us pleasure / relief / security to enjoy our pleasure...i.e psycho-cybernetics...we need a 'yes' and a 'straight line' as Nietzsche put it...a relatively near and attainable goal re: pleasure / relief / improvement ... more and better something...in some way...find that...focus on it...each day, like Erickson...and you will always feel motivated, 'happy' etc...

I DON'T HAS TO: a disturbing story...the equivalent of 1984 'I want to believe' ... using force ... power ... to 'break' a person's will, and have them 'want' to do something they really don't, just to avoid that crushing power / force / restraint...

One Sunday, we were reading the newspaper, all of us. Kristi walked up to her mother, grabbed the newspaper, and threw it on the floor. Her mother said, "Kristi, that wasn't very nice. Pick up the paper and give it back to Mother. Tell her you're sorry." "I don't has to," Kristi said. Every member of the family gave Kristi the same advice and got the same reply. So I told Betty to pick her up and put her in the bedroom, I lay down on the bed and Betty dropped Kristi on the bed beside me. Kristi looked at me contemptuously. She started to scramble off, but I had a hold on her ankle. She said, "Wet woose!" I said, "I don't has to," And that lasted four hours. She kicked and struggled. Pretty soon she freed one ankle; I got hold of the other. It was a desperate fight—like a silent fight between two titans. At the end of four hours, she knew that she was the loser and she said, "I pick up the paper and give it to Mommy." And that's where the axe fell. I said, "You don't has to." So she threw her brain into higher gear and said, "I pick up the paper. I give it to Mommy. I tell Mommy sorry." And I said, "You don't has to,"

And she shifted into full gear. "I pick up paper. I want pick up paper. I want tell Mommy sorry." I said, "Fine."

Krisit was small, weak and intelligent, Erickson could have quit after Kristi had "given in," but he persisted until she could say, "I wants to." She had then changed the "has to" into a "wants to." **She had internalized the socially desirable activity.** In this story Erickson described, as succinctly as has ever been done, the development of conscience or superego. MHR of socialization into a social reality i.e mind control i.e brainwashing i.e 1984 'how many fingers am I holding up'...

During my internship, I took the temperature, breathing rate, pulse, an hour before patients received their visitors. An hour after the visitors left I took their pulse, respiration, and blood pressure. Every time a patient had a visitor, his temperature went up. His breathing rate became exaggerated and the blood pressure increased. I made up my mind then, if I ever had children or a wife in the hospital, I wouldn't visit until I knew it would be safe for the blood pressure, heart rate, and their breathing, and for their temperature. Patients in a hospital need to use their strength to get well and not to make their relatives who are well and healthy feel better.

I taught the kids the unimportance of pain and importance of physical comfort. For example, when Roxanna scratched her knee, she was really announcing it to the whole city. Her mother came out and looked at it; so did I. Her mother said, 'Mother will kiss it here and here and then right on top, so all the pain will go away.' It's marvelous how anesthetic a mother's kiss

for small scratches, it is all right to use "motherly" comforting. In serious, life-threatening situations, it is best to leave the patient alone as much as possible. In his response, Erickson is also correcting a serious misconception about self-hypnosis. He is saying that it is not necessary to go through ritualistic induction in order to achieve self-hypnotic effects. Simple awareness of "the unimportance of pain and the importance of physical comfort" can produce the same effect as hypnotic induction in which the patient is told these things by a "hypnotist." In other words, **if one has accepted a value or belief, the effect on his responses is as permanent as if he had been "hypnotized" into acceptance.**

Erickson's tales often focus on blood pressure, heart rate, and breathing. This strategy is part of his indirect hypnotic inductions. In this tale, he is pointing out that there is a disruption of natural physiological responses—of natural functioning—when parents impose their anxieties on a child. Or when the "parent" in an individual—the "inner sounds"—are operating on an anxious level. When this happens, "the kids cry." Intrapsychically, we have a feeling of sadness or self-hate, in Horney's terms, when the "shoulds" are too stringent. In the commentary at the end of the story, however, Erickson emphasizes the fact that the "mother" can accomplish marvelous results with a kiss. In other words, the ability to be a good mother to ourselves, loving ourselves, can have an "anesthetic" effect, that

is, it can relieve inner pain and doubt. This is similar to the ideas expressed by Antonia Wenkart in her papers on "Acceptance," and by Theodore Rubin in *Compassion and SelfHate*. And, of course, therapists must not interfere when their patients are doing good work.

"They do it in their own style," Erickson applies this principle to children as well as patients. It is always up to the patients to choose their own solution.

Another person's child slammed a door during one of Erickson's lectures. Now, if he were my child, I would graciously ask him, for no apparent reason, "Please slam the door." I would do this while he was busy looking at a picture book. He'd wonder why, but would obediently do it. I'd thank him and ask him to slam the door again. He'd slam it again, wondering. And I'd ask him to slam the door again. He'd say, "But I want to read my book." "Well, just slam it again," I'd insist. He'd slam it again and pretty soon he'd inquire why I had asked him to slam the door. I'd remind him of the original slamming and say, "The way you slammed the door made me think you liked to slam doors." His answer would be, "I really don't like to slam doors." You learn very rapidly in situations that are not to your inclination. Having Douglas slam the door when it was not to his "inclination " would lead him to discover that he really didn 't "like" to slam doors. It would drive home to him that the door slamming had been unconsciously determined or reactive, rather than something he "wanted" to do. In the future, presumably, he would exercise more control over his actions, doing what he really "wanted" to do. At least he would have more awareness of what he was doing.

Erickson applied this principle in many different situations—with children, with neurotic patients, and even with psychotics. He would either "mirror" the patient's undesirable behavior or would have the patient repeat it, under his orders, as with "symptom prescription." He never resorted to sarcasm, irritability, or hostility. His attitude could best be described as a "wondering" one: "I wonder what will happen if I ask Douglas to slam the door?" Erickson himself maintained that "childlike" wondering attitude, the attitude of the true scientist, to the very end.

‘Mind Lines’...

Mind Lines ...Joseph O’connor

Reframing to MHR is ‘spinning’ ... changing the ‘meaning’ of a fact, experience, idea, belief, understanding...looking at the same thing from different points of view...changes its ‘meaning’ i.e as meaning is the relationship between things...like a 2 dimensional drawing would appear as a mere boring straight line, when viewed from the ‘side’, no matter how complex and wonderful it is, when viewed from ‘above’, or at any other angle APART FROM ‘directly from the side’... so the ‘meaning’ of anything will depend upon where you are ‘standing’ in relation to it...what ‘angle’ you view it from...your ‘point of view’...so many people, observing the same phenomena / thing / object / situation, will have many different ‘meanings’ for it ... describing it from their own point of view...and much much more problematically, their own unique assumptions, prejudices, definitions, belief SYSTEMS, noetic structures, dogmas, ‘learnings’, indoctrinations, mind control programs etc...

‘A thing is neither good nor bad, but thinking makes it so’.

We can free people of limiting beliefs e.g ‘I am a failure’.

‘A failure’ is a thing. A nominalisation of a past act of having failed. How did you get from a specific act/s, to this nominalisation? How did you construct it from the materials? What were the materials you used?

What pictures, feelings, and words do you use to create this meaning? How do you represent the action of failing at one thing as "making" you a failure?

What would someone else need to see, hear, feel, to convert the actions at which you ‘failed’, that formed the basis for your definition, into the feeling / nominalisation of ‘being a failure’?

How do you get from ‘failing at X’ to ‘I’m a failure’? What self-talk is necessary? What images do you have to call forth / produce / recall to get from the action to the feeling / nominalisation?

How do you do this? What steps do you take? To build this image / view / definition from the materials? What do I need to think, see, hear, say to myself? What process did you go through to get from ‘failure at X’ to ‘I AM ‘a failure’?

What do you first see in your minds eye, what do you have to say to yourself about what you see, what do you have to feel, to get from ‘failed at X’ to ‘I’m a failure’?

In reality, you've learned what does NOT work, have you not? You are still free to try out different possibilities, are you not?

Failure is quitting, is it not? Not trying out different possibilities, is it not? So you are saying to get from 'failed at X, Y, Z to 'I'm a failure', you need to quite trying, do you not?

So all you have really done is quite trying, have you not? And this is your decision, is it not? And you can change that decision, can you not?

You can start trying different possibilities, can you not?

As a child, how many times did you 'fail' to stand up and walk, before you learned walk? How many times did you fall off your bike, before you learned to ride? How many times did you stall the engine when you learned to drive a car with a manual gearbox? How many girls rejected your propositions, before one accepted? (The player operates on try and see, many misses for each hit, without being dejected / giving up, never giving up...so never turns 'failed' into 'I'm a failure'...

Change attitude towards 'failure'...what it means...does it mean 'the end', or is it just part of the process, indicating you are 'in the game' and still 'a player'...do you focus on your objectives, or on the 'failures' the process MUST include...the most successful 'hitters' in baseball miss MOST of the balls they swing for...FACT...

Defining yourself as 'a failure' protects you from the pain of the process...the failing required in achieving anything of value... how else could you protect yourself from that pain, while continuing to strive ? MHR cease striving is a way to avoid pain, you imagine, but it is in reality impossible...unless you really die...

Recall a 'successful' experience, then remember all the little 'mistakes' you made, during it...did everything go perfectly? How did you overcome those little errors, to turn it into an overall 'success'?

Does 'being a failure' get you anything, other than avoidance of 'pain'? Is that what you want for yourself? Just avoiding failure? Is that going to be satisfying?

At the end of this life, would you look back and say 'hey, I avoided failing, what a rich and rewarding life I had?

Can you really avoid pain? Or is there a better way to relate to pain? A way to make it your ally? A friend?

Why do you use every failure to 'torture yourself'? Who / how / when / where / why did you learn to do that? What benefit do you derive from that sort of masochism? Does it benefit anyone else? Do you WANT to feel bad? Do you FEAR success? Do you think / feel / believe you don't DESERVE to be happy? Who 'taught' you that? What, how, where, when did you start living THAT idea out? i.e That limiting belief must have come from somewhere. How do you RE-produce that belief / feeling, each time? What pictures, sounds, self-talk, feelings do you need to generate to end up feeling / believing THAT ?

What does making a 'success / failure' judgement about every action contribute towards your overall goals for yourself and others? Does it help? Is it WORTH it?

Would you feel right in applying your own standards / behaviors / judgements on OTHERS you loved, as you do to yourself? Would you be this HARD on your own children? What is the REAL motive for these judgements?

Is it NECESSARY to think of ANY experience in terms of 'success / failure' ? If these all happened in the past, they do NOT exist...only things in the here and now exist...why are you letting them ruin you're here and now? Imaginary things? If they were just bad luck, then nothing was to be learned, except how resilient you are, and that you can handle bad luck...If you learned what NOT to do, then it was a learning event, a success...a SUCCESSFUL learning experience...which you learned from...and it is over...you do NOT have to re-live it habitually, vividly, over and over...

MHR How much control do you imagine you had over events? Hindsight is 20/20 vision. Do you have super powers? That you can know what to do, every time? Do other people have them? Do you expect other people to be 'perfect' and make no mistakes? Always succeed? Do you realise how often your 'successful role models' actually 'failed', on their way to 'success'. That they learned that success is all about taking risks, rolling with the punches, falling down and getting up, overcoming the dog days...learning what NOT to do, trying out 1000 ideas to find one that 'works'...of course YOU only see the 'Hits' and not the misses...and you are kinder on other people than on yourself...you do not expect your hero athlete to succeed EVERY time, do you? Don't you 'forgive' them their 'failures', but still idolize them for their 'successes'. What do you focus on? Their hits or their misses?

If you are teaching someone something new to them, do you harp on about ever mistake, telling them 'give up, you're a failure'? Would you even CONSIDER doing such a thing? To people trying their best? (as opposed to myself not bothering to give any real effort, needing to be insulted / provoked into actually trying, then getting a 25mm grouping on the rifle range, and later the best 100m range results)...

Why not fail at defining yourself as a failure, by exclusively focusing on what you did NOT succeed at? You are such a SUCCESS at making yourself FEEL like a failure, at SEEING yourself as a failure, at negative self-talk telling you you are a failure...what a huge achievement...when most people would see all the things you have SUCCEEDED at and wonder how it could be possible that you convinced YOURSELF that you are a failure...

To be 'A failure' you would have to be dead, with no hope of having another try at something...are you dead? You want to live like the living dead?

When my daughter Jessica turned nine months, she began the process of learning to walk, but she couldn't walk upon the first attempt--or upon the first hundred attempts. She constantly fell down. And she would sometimes cry. But most of the time she would just get up and try again. As she did, she learned more and she developed more strength in her legs, and more balance and movement, so that eventually she got the hang of it, and had a lot of fun in the process. And I wonder if this says anything that you can **take and apply to yourself now**.

MHR 'Sleight of mouth'(from 'Mind-lines authors) as equivalent of 'sleight of hand' magicians use to trick you. Sleight of mouth is about bypassing conscious resistance to suggestions which replace limiting beliefs with generative beliefs, offering more choices to the subconscious mind...these can then be manifest and 'owned' i.e retrospectively post rationalized by the conscious mind, as if it was IT'S idea all along...side-stepping, rolling with the punches, and while the conscious mind is watch the left hand, we slip the right hand in, with a very powerful, generative, choice increasing, suggestion. These suggestions facilitate major 'transformations of meaning'...re-writing the BIOS, the basic programs, your mind-computer runs on, avoiding GIGO...it eliminates 'bugs', and 'trojan horse programs', 'viruses' like religion and other dogma (idols / 'truth' / 'knowledge' / 'traditional consensus reality' / 'social reality' / 'cult-beliefs' etc...

How to enter (yourself) and Generate (for others), THE most RESOURCEFUL states...

Consider how mere WORDS (In the beginning was the word, and the word was god, and the word was with god) can CREATE entire universes, populated with entirely imaginary beings, which can produce REAL fear, terror, and lead people to commit the most horrific crimes against each other, and other sentient beings, often in the name of some utopian vision, some 'greater good', some 'heaven', or to avoid some totally non-existent, imaginary, HELL.

This is the MAGIC of language. The BLACK magic of language. I am a WHITE WIZARD / Magician...oops, no racism intended...can't even say 'Dark arts' ???

Words can produce the most dramatic REAL WORLD effects...ask the victim of an Israeli fundamentalist if the Jew's belief in the 'Torah' and Talmud, mere words written on paper, and spoken by mere men, has any power 'in the real world'. How many people have been the victim of words. Words like 'enemy', or 'terrorist', or 'debt', or 'tax liability', or 'conscription notice' or 'crime', or 'illegal' or 'hate-speech', or 'god' or 'everyone knows X is true'...

What about words like 'You're useless', 'You're just like your father', 'You're a loser', 'You're ugly', 'You are the reason your father left us', 'You're evil', 'You're a citizen and must obey the laws of this nation'.

It's about what others say to you, about you, and most importantly what you then say to yourself, as a result...

Throw a few 'insults', mere words, at someone, and watch their blood begin to boil, literally, their heart-rate rise, and they suddenly become fearful or aggressive, taking flight, or preparing for a fight...watch out...you've throw words, they may soon be throwing punches, or worse, bombs. And you still think words are NOT all-powerful? Nothing to be concerned about, for good or bad?

I ran that Visual-Kinesthetic Dissociation process (the technical name for curing phobias) with several people and, lo and behold, one minute prior to the process they could make their neurology go into an absolutely freaked-out state of total panic and autonomic nervous system arousal by just thinking about some aversive stimuli. And then, a few minutes later, they could think about the same object and remain calm and cool. I would even invite them to really try as hard as they could to freak out all over the floor. But they couldn't.

Conscious of the power and use of language in creating change

Languageing in a variety of modes creates our human "programs" for thinking, feeling, Speaking, behaving, and relating

NLP study includes learning thoroughly the Meta-Model, the Milton Model, the use and structure of metaphor, playing with verb tenses, reframing, Presuppositions, Satir Categories and "Sleight-of-Mouth" patterns. And I thoroughly loved these facets of language.

Alfred Korzybski (1933/1994), Science and Sanity. Then in 1936, he introduced the term neuro-linguistic. It arose from his Neuro-Linguistic Trainings

What we do "mentally" and "linguistically" activates neurological processes in our bodies.

MHR 'By our thoughts the world is created...Thinking makes it so?'

(Have you noticed our use of quotes around certain words, "mind" "body," etc.? This represents another Korzybskian device for cuing us that while we use a particular word, as a linguistic map, it does not adequately represent the territory. Recognizing this enables us to then take special care and caution with it.) Today we call these 'air quotes', indicating 'supposedly', or 'so-called', very ZEN, to indicate that the map is not the terrain, we 'know' nothing at all, in terms of Humean Skepticism, and need to take care not to 'idolize (MHR) anything...the 'living' thing cannot be 'reduced' to any concept...we use words heuristically...to communicate ideas / feelings / concepts...we should NEVER fall into the trap of idolatry, dogma, assuming we 'know' anything at all, that any 'fact' is incontrovertible, or should be given legal protection / status of 'fact', whether by the Vatican, or 'The Shoah Industry' a.k.a 'The Holocaust' industry and its high priests, acolytes, and fully paid up membership.

How language works, how it works in how it constructs our internal "realities," and how it can serve us as either a resource or a limitation

Nominalisation is another word for 'idolatry'. Taking a living thing, an ongoing process, a dynamic pattern of relationships, and reducing it to a dead idol of stone or wood, or in the case of language, a 'noun', an 'object'. More specifically taking action words, verbs, and turning them into things, objects, 'nouns'. This kills them. This is what DOGMA is. All and any DOGMA. Any assumption of 'fact'. Any belief in 'certainty'. Any notion of 'the last word on the matter'. Beyond doubt. Beyond debate. And usually give some special legal status that makes it a crime to 'challenge' it. Socrates died for challenging such 'idols', literally, when he merely questioned whether 'the gods exist'. He was an original 'denier'. Today of course it is 'The Holocaust' that you dare not deny. More recently it was the 'truth' of the Vatican and Catholicism having a monopoly on 'truth' and 'religion'. But I wonder how many 'master NLP practitioners' ever bother taking their own medicine to the logical next step. And how many would risk being criminalized for questioning the very right of anyone to 'criminalise' skepticism, the very basis of all scientific progress.

Our sense receptors (eyes, ears, skin, taste buds, etc.) receive input of information from "the dance of electrons" out there in the process world of energy manifestations (here I have described the world using modern physics). From there, the neurology of our body transforms that information into nerve impulses and chemical "messages" that move along neuro-pathways. From there that information experiences more transformations as it activates cells and cells assemblages in the cortex, which then pass that information on to appropriate "parts," whether the central nervous system, the autonomic nervous system, the immune system.

MHR information 'informs' ... it is not just communication, which means 'sharing in common' i.e 'sharing', but actually 'helping' 'aiding', 'supporting' ...these things are all implicitly in 'inform'...thus 'informed' consent means you have been given the necessary information to make a sound decision...to form sound decisions...Vs propaganda, 'noble' lies...MIS-inform...the opposite...deceive you...so you do NOT have sound inputs into your input-output system / black box called your 'mind'...lies in / lies out...rubbish in / rubbish out...holocaust in / jew world order out...

A nerve impulse is encoded and decoded in a unique way? To give a unique quanta of accurate information e.g temperature, texture, etc...the 'language' of the body...pre-linguistic...so the words that describe / refer to / share these 'sensations' 'impressions' 'sensory inputs' are the closest to our direct / personal experience...these sensory based words, exist at the lowest level of abstraction i.e 'concrete'...the closest to our actual experience...though already subjective, they are more personal than social...closer to 'reality'...when you use such words people can easily decide if their own 'reality' agrees with the one being expressed or not...so much more productive level to 'debate' at...i.e is there a blue stain here indicating use of Zyklon B, or not? Vs were there mass murder gas chambers in Auschwitz...

We can use words to evoke sights (V), sounds (A), sensations (K), in our mind and thus 'experience them' as vividly as if the nerve impulses coming from the brain, were coming from the other end of the system, the nerve ENDINGS in the skin, retina, and ear-drums...

Outframe. "So those are the ideas and beliefs you built as an eight- year old boy and then on top of that, at 17 you built that stuck-and-can't change belief." ["Yeah, so?"] "And now here you are at 30 living out these old beliefs- how well do you like those beliefs? Do they serve you very well?" ["No, not at all."] "So the conclusions you drew at 8 and 17 don't work very well. Well, that's probably the best kind of thinking that younger you could do at those times. Yet, after all, they do reflect the thinking of a child, not a grown man who can look back on all that and recognize them as misbeliefs and erroneous conclusions. Because children tend to self-blame rather than recognize that their parents didn't take 'Parenting 101' and never learned how to affirm or validate ..."

"Logical fate." Korzybski used this phrase about the internal psycho-logics of our neuro- semantics. After all, beliefs and ideas have consequences. If you believe that you "won't amount to anything," that you "can't do anything right," that you "don't have the right to succeedv-the logical fate involved in those psycho-logic statements will show up in how you present yourself, talk, walk, act, think, feel, etc.

'Framing' is another NLP unnecessary term to appear more interesting and 'new'...refers to changing the frames of reference, or 'point of view' i.e how you look at a thing. Etc...Framing best explained by example...Euthanasia can be framed as 'mercy killing' or 'murder'...killing an unborn baby can be framed as 'abortion' or 'murder'. Killing women and children can be framed as 'total war' or 'mass murder'. The context of the act can 'frame' it e.g during wartime Vs peacetime, the same actions are either criminal or patriotic / commendable ? Actual fact of the suffering / death / destruction is the same. It is how you 'define' it that changes. Which shows the power of framing. It changes NOTHING in 'objective reality', but EVERYTHING in your mind, in terms of 'what it MEANS'...in terms of subjective and social reality. Social reality usually overrides personal subjective reality, and this is usually far from being an accurate representation that objective measuring instruments would make....and of course what they are measuring is just 'flux' in the electro-magnetic soup of 'objective reality'...

We each 'frame' anything from our own point of view (remember the 2D graphic seen from the absolute side) and then our own experience of the thing e.g traumatic, joyful associations with e.g 'dogs' or 'Allied Victory in Europe'...One mans terrorist is another's freedom fighter...all language is loaded with personal and societal specific connotations ... what is 'evil' in one culture is 'normal' and often even 'admirable' and 'praiseworthy' in another...One side puts a medal on you, and the other hunts you down as a war criminal...the REAL war criminals usually go onto well paid careers after the war, and the true patriots, fighting for truth, justice, and freedom for their people, rot in jails, or are hanged.

'External' impressions / the vibration of 'atoms', a.k.a electro-magnetic 'soup' vibrating at different frequencies, 'trigger' nerve impulses which trigger electro-chemical messages, which trigger 'receptors'...which lead to the 'black-box' we have no way to describe or explain known as our 'experience'...so we see, hear, feel, taste...all things we can describe as processes, but can never have any real idea of where they take place...in the brain? ... the brain may be just another part of some 'non-visible' nervous system i.e we, our 'selves', our 'sentience', could be 'located' anywhere in the multiverse...and merely 'remote operating' 'remote sensing' through these bodies, with the brain being a mere transmitter / receiver coupling in the process...or the whole thing we call 'reality' merely a virtual reality...zeros and ones...string theory suggests this...with looped strings the zeros, and open strings the 'ones'...

What is 'real' is our 'state' ...our internally constructed 'tastes' and 'scents' and 'textures', and 'heat' and 'impressions', which are CONSTRUCTED out of the nerve impulses and 'receptors' for molecules, and vibrations in the E-M spectrum of different bandwidths...i.e ALL our reality, as we know it, perceive it, experience it, is constructed INTERNALLY...what, if anything, is 'out there' is

totally beyond human ways of being and seeing, of experiencing and 'knowing', to 'know'.

We ascribe meanings by association, by relating one thing to another, and to all other things. Good and bad relate to pleasure and relief, and pain. T vol I stuff in detail...

We have a special kind of consciousness that reflects back onto itself (which we more technically call, self-reflexive consciousness). ??? WE? SPECIAL????

The 'qualities' of beliefs are really the qualities of the representations and their submodalities e.g your 'know' you are right? How? How does it look, sound, feel...specifically...is that 'certainty' about this particular 'knowledge' a memory of something seen, heard, or felt e.g cat's fur is soft...is THAT knowlded ANCHORED in a memory of actually touching cat fur? Or having a cat rub itself against your bare legs? Nazi's are evil. Is THAT belief ANCHORED in a personal experience with a Nazi? Or a mere viewing of thousands of Hollywood films...and 'documentaries' made by the same people...were those films based on actual FACTS? Was anything omitted from these films? Did the makers have any biases for or against Nazi's, which would make the film mere 'propaganda'? Did you READ somewhere, or many places, that Nazi's were evil? Did the authority figures around you act confident that THEY knew for sure, that THEIR confidence was based on FACTS, on some PERSONAL experience...and then what about the supposed thousands of 'eyewitnesses'...what did they REALLY see...is it what the films depict? Did they SEE this with their own eyes, or imagine it? 'happening on the other side of the wall'?...Soon we find the 'certainty' dissolving, and requiring laws to 'prop it up'. What sort of 'fact' requires a 'law', other than 'laws of physics', which themselves are constantly being 'revised'. If 'the laws of physics' are open to revision, why not 'The Holocaust' and 'The Hollywood Nazi'?

When we 'interrogate' beliefs, in this way, we can 'de-frame' our total system i.e move down in levels of abstraction from 'Everyone 'knows' 'The Holocaust' happened' to 'The things we actually DO know, and HOW we know them'...we move down in levels of abstraction until we get to REAL stuff like someone's actual sensory perceptions / impressions / experiences i.e what they actually saw, heard, and felt (with their hands etc)...and while even these are very prone to distortion, filtering, etc, at least the level of abstraction frees these representations i.e of sights, sounds, textures, smells, tastes, etc, from their 'prisons' a.k.a 'frames'...which, like colored glasses, prevent us 'seeing' the real colors, like ear plugs, prevent us from hearing certain frequencies and amplitudes, and like thick gloves, prevent us from actually 'feeling' the textures of objects in our hands, and like alcohol and other drugs, prevent us from actually sensing much at all...like propaganda, which is all of these things, which prevents us 'feeling' the

appropriate emotions we would feel in the absence of the lies, deceptions, misrepresentations, distortions, exclusions, etc...

What TROONATNOOR does is go right back to the very fundamental assumptions we have been given, or have made ourselves, to 'reset' our buggy software programs. To re-enter new data, based on the lowest level of abstraction data we can get i.e sensory data...what we see, hear, and touch, and smell with our senses...we should 'interrogate' these like David Hume, before even starting on our quest for 'truth' and 'knowledge'. We must remain 'skeptical', i.e 'open-minded' and 'suspending judgement' while testing all our assumptions, and only then start moving up levels of abstraction, and constantly re-iterating between the concrete induction and the theoretical, apparent patterns a.k.a 'theories' e.g of cause and effect'. We must observe like ZEN practitioners, and let 'reality' speak to us...alert, calm, silent of mental noise, avoiding the typical human action of 'imposing' our beliefs / accepted definitions / assumptions upon reality...and distorting reality to make it fit our preconceived notions, our 'prejudices' i.e pre-judgements, the 'judgements' we brought with us to the interaction / situation...'Judge not'...let the experience speak to you...let it define itself...

What we learn from studying hypnotism, trance, NLP, metaphor, etc is that the things we 'learn' earlier, set us up for failure later, in terms of 'truth' and 'knowledge'...our earliest impressions, formed at a time when we were LEAST able to judge them / validate / interrogate them, have a power to prevent us actually experiencing reality in the Zen manner...they 'trump' most experiences that follow...it is very hard to give them up...we are genetically / biologically programmed to latch onto 'knowledge' for its survival value...to 'listen to our elders', to 'learn second hand', to 'jump to conclusions'...

So the original 'learning' is like a hypnotic trance. It is a post-hypnotic suggestion, to assume, in future, that whatever was 'suggested' at this time, over this time, is 'TRUTH' and 'KNOWLEDGE'...this is very efficient...and fine, as long as, at some point in time, when you are more able to judge 'beliefs', to 'interrogate them', you REALISE this, and are capable of DE-programming your beliefs...of challenging them, and changing them, in the face of more compelling arguments and sensory data...

We are all walking around in various states of lucidity and trance. The Zen practitioner is right up near the lucid state. The average person right down near the zombie, trance state. One allows reality to communicate i.e 'share' itself with them, the other imposes their own illusory reality upon that, imposing 'augmentations' over the reality that block it out, filter it out, distort it, hide it, emphasise certain bandwidths while eliminating others...in a way that is self-fulfilling i.e the impressions gained through the augmented virtual reality goggles re-enforces the erroneous beliefs...making them even more real...more stubborn,

more prone to ‘tripping you up’ when it comes to interacting with reality...in your virtual reality goggles, your GOOGLE search result world, there is no tiger, so you walk straight into its open jaws...the tiger is happy, but confused...these humans seem to be blind to tigers...the tigers adapt to this, assuming any human won’t see them, so they just casually walk around, eating the tastiest humans as they come by them...and of course if they had the power, they would pass a law saying that EVERY human must, at all times, where their goggles, and rely ONLY on their GOOGLE search results...and of course any human that dared to question the GOOGLE search result given data, or wear the goggles, would have to be locked up...can you blame the tigers? They have it so good right now. Why would they want to lose such a beneficial situation? Of course the tigers in this analogy are the Jews.

Put most simply, you have many more options, choices, alternatives, than you realise. Many of these would make you happier, richer, sexier, more fulfilled, and better people i.e ethics. Once you are ‘out of the box’ and have taken off the restricting goggles, which were ironically sold to you as ‘augmenting’ reality i.e increasing your freedoms / information, you are free to define reality for yourself, in ways that benefit you, rather than your slave masters.

But it is a tough road to pursue, waking up zombies. They are ‘comfortable’ wearing their goggles. Even if their quality of life is well below what it could be, it is still ‘what they know’. So first we have to look at ‘why’ and ‘how’ they know it...without attempting to engage with them at the highest levels of abstraction called ‘social reality’ and ‘consensus opinion’ and ‘public opinion’ and ‘expert opinion’ and ‘tradition’.

We have to learn how to ‘trick’ people into interrogating their beliefs, and especially ‘how’ they came to ‘believe’ something. How they ‘know’ something. They won’t see any reason to ‘interrogate’ their own self-evident, confident, carved-in-stone, ‘frozen’, ‘nominalised’, obvious, normal, natural, god-given beliefs.

How you express an idea, suggestion, direction, etc in words, changes its impact. Making it more or less effective at persuading someone. At influencing them. It is not just what you say but how you say it. So we need to learn the skills that up to now have been the exclusive assets of the ‘bad guys’. The propagandists. The marketing experts. The public opinion manipulators. The impression engineers. The managers of the social reality. The gate-keepers of belief systems. The people who decide what you think about, and how you think about it. What things you are aware of, and how you will define them.

NLP employs such tricks as ‘sleight of mouth’, to bypass the conscious, implanted, limited, limiting, conditioned, habitual ‘ways of thinking and defining’, the ‘models’ and ‘assumptions’ forced on us from birth, and constantly

repeated, and thus reinforced. These attract 100% of our attention. In fact they overwhelm our attention, so we have no attention to give to any 'competing' definitions of reality, to any ACTUAL OBJECTIVE HEURISTIC reality...being held in a constant state of anxiety, fear, stress, frustration, irritation, hatred, and confusion, that saps all our energy.

We need to escape back to the playful ZEN state. The Humean state of 'skepticism'. And 'start again'. Hit 'reset'. 'Let's start at the very beginning, it's a very good place to start'...but don't let someone ELSE tell you where the start is...because THEY will ensure you only go back a few steps, to where THEY have defined everything. TROONATNOOR takes you 'way way back' to the REAL start. Like David Hume. Like any great philosopher.

You don't believe words have power? Well, imagine yelling out 'BOMB' in a crowded subway. Or 'Poison gas'. And watch the terrified panic and confusion that resulted from these mere utterances. Abracadabra? Or watch how 'political correctness' can leave you speechless, literally, and too embarrassed to speak up, for fear of being 'labelled' racist, sexist, anti-semitic, a nazi...

Mental constructs carry tremendous neurological effects. we change, alter, and transform OUR "reality. by the changing of meaning, our emotions change, as do our behaviors, habits, moods, attitudes, skills, health, etc. and our life.

Sticks and stones may break my bones, but WORDS can do MUCH MORE SERIOUS DAMAGE, damage that is much harder to heal. Most people NEVER heal. But this book is all about that HEALING.

Bandler's 'Swish' represents the changing of frames...moving a person from one frame, e.g fear, self-loathing, despair to another frame e.g confidence, optimism, motivation...i.e representations of confidence / despair etc...and their submodalities ... how we think about something i.e 'frame' it...'framing' is another way of saying 'define' ... or 'experience'...because our subjective experience is determined not so much by any 'objective reality', but by how we interpret / define / distort/ filter etc and thus 'experience it', coding it into our own version of it...our own subjective reality...what we attend to in the 'external' world, and how we 'spin', filter, distort, and 'construct' our models / maps / interpretations of it...

We have 'knee jerk' reactions like Pavlov's dogs to simple words like Nazi, holocaust, hell, terrorist, money, sex, Russia, trump, Hitler, vegan...all conditioned, programmed, implanted over time and sometimes instantly...it is time to stop acting like Pavlov's dogs, and showing a bit more of what we claim for ourselves as our 'superiority' as 'humans'.

Thoughts produce emotions. Emotions massively influence our state of mind, at a wholistic level. Consider the physiological effects of constant fear, stress, terror, anxiety, on your health. On your heart. Your muscle tension. Your posture. Your looks. Your sex drive. Your eating habits. Your drinking and smoking habits. Your other drug habits. Words are 'triggers' that can trigger powerful physiological states. That is what 'hypnosis' is all about. Every experience you've had has been a form of hypnosis, implanting 'suggestions' about how to feel, how to respond, what 'knee jerk' and habitual responses to have to words such as 'Holocaust' or 'Holocaust denial' or 'Nazi' or 'Islam' or 'Mother', or 'Terrorist', or 'Alternate media'.

Please support my work on this current book project...go to my TROONATNOOR Patreon page. Any resources you provide will be the best investment you could possibly make in your future, and that of your children. This latest 'book' will be the MOST powerful defensive weapon we have...the ONLY real antidote and defense measure short of actually strapping bombs to ourselves and 'taking out' the leaders in the conspiracy to deny us our constitutional rights and freedoms, and our basic human rights as free thinking, free, individuals. If I have the resources I can go online, podcast, and make serious videos. The money will not give me any luxuries. It will ALL go to helping YOU and YOUR family. If you don't help, I will do what I can do with what I have. But with YOUR help, I could be so much more effective.

You already know how to be happy, successful, content, motivated...but most of your 'frames' are of failure, defeatism, self-sabotage, despair, sadness...all you need to do is take existing positive, generative, resourceful frames, or construct these vividly in your mind, and then replace the negative ones with these...using **Bandler's SWISH method** ...

What frame-of-reference have you, and will you, use in reading and studying this? A "This is overwhelming!" frame? A "Too many big words!" frame? An "Oh this is complicated!" frame? A "Oh boy, mind-lines to empower me in moving through life!" frame? An "I find this very interesting and wonder about the exciting ways to use this!" frame? An "One page and pattern at a time and I'll learn this thoroughly" frame? Well, which one of those frames would work best for you? What frame would you like to use?

MHR what 'state' are you in, and do you approach this book in? What assumptions are you making about your ability to learn and understand and apply all this stuff? You want to access the most successful state you've ever had, or imagine what state you'd want to be in, then enter-into-it, and adopt that state...so that you are IN that state now. By learning how to construct, and move into, the most optimal states for the particular tasks at hand, and generally, you can make learning how to change states easier, more efficient...so that soon you

will be able to ‘switch states’ or ‘swish’ from one state that isn’t optimal, to a more optimal state, almost habitually, almost automatically...like a knee jerk reaction...only instead of debilitating fear being your knee jerk reaction, it will be calm, resourceful, creative, alert, brave, observant, capable, confidence...

It really IS that simple. But you just need to escape you current mind prisons to see it for what it is. Simple. This is the capstone to my TROONATNOOR enterprise / endeavor/ massively ambitious plan for us all...

First step is to discard anything you think and feel ‘you know to be true’ or ‘self-evident’ or ‘obvious’ or ‘traditional’ or ‘everyone believes this so it MUST be true’...the majority are usually wrong. How often have YOU been wrong about something or someone? If never, then YOU are most in need of this book.

I know nothing. That is the starting point. David Hume takes us way way back to the start, to confirm this.

Then I need models and maps, to be practical. HEURISTIC rules of thumb. I need to identify apparent patterns. And formulate practical, efficient, ways of interacting .What patterns seem reliable? Fire burns? Dropped objects fall. I need water and food.

But always remaining SKEPTICAL i.e open to new and better ways of seeing and being and defining. Better models. Better maps. Always willing to discard my current beliefs, if more compelling ones appear. Better maps. Models that are better at predicting the outcomes of interactions. While NEVER assuming anything. Especially that I ‘KNOW’ anything. That the belief I have is TRUE. Thus rejecting ALL dogma. All assertions to being ‘the final truth’. Rejecting all people who claim to be ‘The final prophet’. Rejecting all ‘LAWS’ of nature. IF the laws of Physics are open to challenge, then surely EVERYTHING you ever thought was true must also be open to interrogation and challenge.

We have to ‘explode’ our current belief systems, and start from scratch.

But why would anyone bother? This is very disturbing work, questioning EVERYTHING. It is like being in free fall for the time you do it. Most people are uncomfortable in free fall. Kids are not. Children love such ‘games’. They approach life ‘playfully’. So you will have to become as fearless as a child. They haven’t been ‘conditioned’ yet, by pain, embarrassment, rejection, disapproval...hopefully...they are still open minded, and expect good things.

How to return to that state and be able to join David Hume in his process?

What motivation could you have to overcome your fear of ‘free falling’ and ‘being wrong’?

Why would you question things you KNOW to be true? Isn't that a waste of time? After all, you KNOW what you KNOW, don't you? So what if the majority of people in the world KNOW something else YOU are right. AREn't you?

How did you get into THAT state of confidence. WHAT is it that gives you such confidence to defy the odds? To be so smug and self-satisfied that YOUR truth is self-evident and compelling?

We need to get people, and ourselves, to 'enter into' that feeling of certainty, and discover what it is made of...how we get into that STATE of certainty...what makes us FEEL we KNOW something for sure? What are the representation systems and submodalities of that certainty.

Think of something you are CERTAIN of. Some 'fact' or 'truth'. How does it 'feel'? Where do you feel 'certainty'? What does it look like, in your minds eye? What does it sound like? i.e what internal images, sights, sounds, voice-overs, memories, etc are associated with that feeling of certainty. That KNOWLEDGE?

Compare this 'certainty' with a 'doubt'. Something you do NOT feel certain about. Something you 'doubt' is true. How do you construct 'DOUBT' internally? What is it made of? What sorts of images, visuals, sounds, feelings are associated with Doubt?

Recall a specific 'certainty' and a specific 'doubt', and compare all the submodalities of it i.e the feelings, sights, sounds, memories, associated with them.

You were 'sure' of X. Did you form an image in your minds eye? What did it look like? Big, close, small, distant, blurry, clear, vivid, vague, colorful, black and white, movie, still image, to the left, to the right, down to the left, up to the right, angled away from you or towards you? Did you hear a voice in your head with a particular tone, pitch, speed, coming from the left, right, down, up, behind your head? Was it someone's voice in particular? Did it have a particular quality? Was it your own self-talk voice? What does IT sound like? What are its qualities. Are certain smells associated with it? Pay attention to your body posture. Do you slump, stand upright, feel strong, feel weak, feel clear headed, feel vague? Does your pulse rate go up or down? Does your rate of breathing increase or decrease? Do you breathe shallower or deeper? Is your face flushed red or bleached white? Do your muscles tense up or relax? Which muscles? Do you smile or frown? Do you blink or remain unblinking for unusual amounts of time? Are your neck and shoulder muscles tensing or relaxing? What about your jaw, is it tense and tightly biting down, maybe even grinding your teeth? Or relaxed, and hanging slightly open? Is your tongue pressed to the top of your mouth, or relaxed, resting lightly

on your bottom teeth? Are you sexually aroused? Is your anus clamped tight? Are you tensing any particular muscles in your body, you scalp, face, legs, arms, back, feet, hands? Do you feel warm or cold? Happy or sad? Confident or Despairing.

Do the same for Y, that you doubted.

Soon you will learn that different 'states' of 'confidence that I KNOW' are 'anchored' in particular physiological states.

And the REAL reason you are SURE you KNOW something is NOT because you have reliable, sensory data about it i.e you SAW it with your own eyes, and really UNDERSTAND what you saw, making no assumptions at all, but letting 'reality' speak to you, but because you enter into a particular STATE of mind and body, when you think of this 'FACT'.

The 'fact' triggers a whole set of responses, which you interpret as 'KNOWING'. You may have NO reason to BELIEVE something. NO evidence to back up that belief. You probably NEVER even interrogated / questioned your beliefs with much motivation / effort. But you BELIEVE because that idea is associated with all these phenomena.

These responses are literally post-hypnotic suggestions that are being triggered by the thought. A node of associations is triggered by that thought. It is THESE associated feelings / sensations / images / sounds etc that give you the confidence to imagine you KNOW something to be TRUE.

But most of what you think you know, has NO basis in reality. Can be clearly shown to be imaginary. As David Hume demonstrated. As modern science demonstrates.